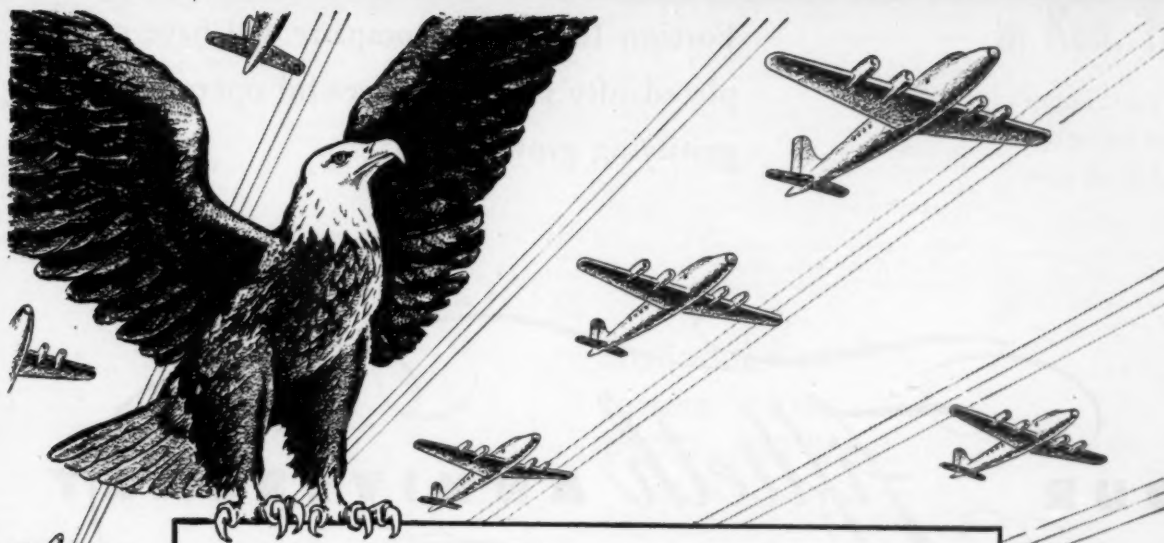


The NATIONAL UNDERWRITER



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INDEMNITY INSURANCE COMPANY OF NORTH AMERICA
PHILADELPHIA FIRE AND MARINE INSURANCE COMPANY

NORTH AMERICA... OLDEST NAME IN CAPITAL STOCK INSURANCE

THURSDAY, AUGUST 1, 1946

In December of this year the American & Foreign Insurance Company will have completed fifty years of successful operation and gratifying growth.

OUR *Fiftieth* ANNIVERSARY

On the occasion of our 50th milestone we extend to all American & Foreign agents our sincere thanks for their loyal support and in the hope that we may merit its continuance we pledge our best cooperation in the years to come.

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Standardizing Daily Points to Policy Face Revisions

NEW YORK—In connection with the standard classification plan of the National Board, that organization has asked its actuarial bureau committee to develop recommendations for a uniform daily report form. The classification program is designed to make available consolidated experience over a broad territory in order to get accuracy, and the object of a uniform daily report is to enable stamping and audit offices to take off information according to classification quickly and accurately.

While the specific needs outlined by the National Board might be satisfied by a partial standardization, to the extent that the information on premiums by classes could be taken off easily, it has been suggested to the actuarial bureau committee that this would be a good time to perform a major operation and try for as complete standardization as possible.

To do this, it would be necessary to standardize the face of the fire policy to a much greater extent than now obtains. In the east only the fire and extended coverage items are printed on the face of the policy. In the midwest the optional form shows several coverages. In the southeast the policy for years has shown different amounts of fire and windstorm, and in that area the insurance people do not want to change the form because they believe it would build sales resistance. Texas has a form of its own.

Some Experimenting Done

Some experimenting has been done and it is believed possible that two policies could be designed with only slight differences that would meet all the requirements across the country with the exception of Texas. The only difference between the two principal policies would be that in the south and west where necessary separate amounts could be shown for windstorm. The two could be so set up as to permit use of one daily report, standardized except for company information.

One of the chief objections to the design of policy faces is the difficulties they present to the typist who fills them out. They would be convenient only if the policy were handwritten. Standardization not only would increase the speed and ease with which policies could be written, but would simplify the checking or taking off of any data desired.

Objectives of Changes

One objective would be to lay out the policy in such a way that all written information would start at the same distance from the left hand margin—the number of the policy, the amount, rate, premium, name of insured, term, exceptions, and countersignature. This would be a big step in speeding up policy writing. Many policies still have lines in the body above which the information is to be typed. This often makes it necessary to adjust the typewriter, and in the process the daily report may slip, and the typist has to start over.

Most policies show the amount of insurance and the premium each two or more times, which is not necessary. If premiums (and totals) and amounts were only shown once, it would make it easier for agents, who sometimes find it difficult to get the information they want quickly. The automobile policy and many marine policies show one amount and one premium. The South-eastern Underwriters Assn. has re-

duced amount and premium to one showing only.

The policy could be designed from top to bottom to agree with standard typewriter spacing. This would avoid the necessity of hand rolling the typewriter carriage with the chance of the daily report slipping.

Face of Policy Folder

Most of these arguments could also be applied to the face of the policy folder. Policy writers have the same difficulties with that portion as with the other. The policy has to be taken out and reinserted sideways to fill in the information on the folder's face. The carbon has to be changed.

There has been some experimenting done to shorten and simplify the policy writing process. Without changing the policy in any essential, the face of the policy when folded can be arranged to come at the bottom. Then the information for the folded face can be typed in without removing the policy from the typewriter. In this way, the information would go "sideways" in comparison with the way it is now inserted. Most offices follow the practice of filing the folded policy horizontally so that the information would be upright for anyone checking in the files to learn it. This system wastes no paper and does not require use of one-time carbons.

One agent that has used a streamlined policy reports he has been able to do policy writing three times as fast as with old style forms.

The companies have standardized the printed portion of the policy. They may now move toward standardizing the written part.

Will Reconsider Rule Changes at Aug. 2 Meeting

NEW YORK—The proposal to eliminate separation and non-intercourse rules from the agreement of the New York Fire Insurance Exchange was defeated in a special meeting last week that was a good deal livelier and longer than was anticipated. The defeat came principally as the result of opposition to the change by agent members of the exchange.

The proposal will, however, be reconsidered at a specially called meeting Aug. 2. Some change in sentiment among the opposition may develop before that time.

There has to be an 80% vote to change the agreement. About 75% voted for the amendment. Many of the agent members voted against change, along with a few companies.

A letter from Superintendent Dineen of the New York department was read at the meeting in which he pointed out that some of the members of the exchange as members also of the Insurance Executives Association had advised him they would not be bound by any rules of agents or brokers' associations involving the now generally discarded principles of separation or non-intercourse, either by agreement or acquiescence. Dineen also referred to the talk of Wendell Berge, assistant U. S. attorney general before the New England Associations of Insurance Agents, in which Berge commented on efforts being exerted by the industry and commissioners to eliminate restrictions and abuses.

N.A.I.A. to Hear U. S. Chamber Head

William K. Jackson of Boston, president of the U. S. Chamber of Commerce and general counsel of United Fruit Co., will be principal speaker at the first general convention session of the N.A.I.A. in Denver on Sept. 23.

He became assistant attorney for the canal commission in Panama in 1909 as well as assistant prosecuting attorney for the isthmus. He was made prosecuting attorney a year later and in 1914 he was appointed U. S. district attorney for Panama.

He was president of the Boston chamber when he was elevated from vice-president to the president of the national chamber.

National Board to Intensify Fire Prevention Week

In view of the sensational increase in fire waste in recent months, W. E. Mallalieu, general manager of the National Board, has announced that fire prevention week activities of the Board would begin earlier this year and continue at an intensified rate for a longer period than previously.

Mr. Mallalieu pointed out that with numbers of fires increasing, and waste of property reaching its highest point in history, it is time for every individual to ponder the effects of national carelessness, recklessness and preventable destruction on his own life, job and family.

The Board publication, "Safeguarding America," will be distributed to a larger list. It is anticipated that a revised format will have greater effectiveness. The brochure this year opens up to the full-size fire prevention poster which the recipient may display after he has read the fire prevention messages on the reverse side.

As the principal informational mailing piece, the Board's public relations staff has taken the best of material of past years and compiled a new bulletin entitled: "Sixty Ways to Prevent Fires—in your home—your business—wherever you are."

Another mailing piece gives the figures on known fire causes over a ten-year period, as compiled by the actuarial bureau of the National Board.

Advertising in magazines of national circulation for the rest of 1946 will center around the main themes of preventing national fire waste and insuring to new values. Volume of this advertising will be larger than in recent years. The advertisements are easily adaptable to agents' use locally and matrices will be furnished without charge. An agents' brochure on the new advertising will be mailed in late August.

Reduced Fire Losses Are Strictly Seasonal

NEW YORK—Although fire losses in the New York area have been noticeably subsiding during the last three weeks, there is no indication that this trend is other than seasonal. There is not much that companies can do to get relief.

Extended coverage of perils such as windstorm, explosion, riots, vandalism has doubtless swelled the number of claims, but the basic causes of the high loss ratio appear to be economic. Values have increased and the industrial machine is worn thin by the war years. Altogether it is a difficult situation.

Supreme Court Rehearing Asked in Kan. Tax Cases

Retaliatory Law of State Attacked by Aetna Fire and American Indemnity

WASHINGTON — Aetna Fire and American Indemnity have petitioned the Supreme Court for a rehearing in the Kansas tax cases. The petitions will not be acted upon before the court reassembles in October.

Petitioners allege that:

"(a) The tax involved was assessed for the privilege of having done business in Kansas during the year 1944, assessable and collectible after the end of each year; and the Kansas statutory authority to withhold from appellant a certificate of authority to do business in Kansas from May 1, 1945, to May 1, 1946, is a penalty imposed against appellant in the event it failed to pay taxes due by reason of its having done business in Kansas during 1944. . . .

McCarran Act Inapplicable

"(b) The entire tax involved herein for having transacted its business in Kansas during the calendar year 1944 was assessed 60 days after Dec. 31, 1944. . . . all of which was before the McCarran act became the law on March 9, 1945; and therefore such act being prospective and not retroactive . . . and irrespective of its scope could not and did not validate such prior invalid tax against appellant because of its transaction of its business in Kansas in the prior year 1944, and for these reasons alone the McCarran act is inapplicable and the South Carolina decision is not decisive herein."

American Indemnity says further the court erred in judgment because "unlike the South Carolina and California cases, . . . this appeal involves the validity of a retaliatory tax statute which goes farther than the statute involved in the South Carolina decision and places a discriminatory tax upon certain foreign insurance companies greater and more burdensome than that placed on other foreign insurance companies."

Tax Penal in Nature

"This tax is clearly penal in its nature for under its terms this appellant is penalized by being assessed at a higher tax rate than that assessed against any of its competitors in Kansas, foreign or domestic. It is double in amount from that assessed against most of appellant's foreign competitors in Kansas."

The Kansas retaliatory law is declared to be neither a tax nor a regulatory statute, but in fact a penalty statute; it is not reciprocal, but retaliatory. The Kansas law is declared to be "additionally burdensome and discriminatory." There is no equal protection of the laws, because the tax for an identical privilege of doing business in Kansas varies and is unequal for different members of the same class.

The law is declared to discriminate unlawfully against the interstate business of American Indemnity in Kansas "not only as between appellant and the similar domestic insurance companies of Kansas, but also as between appellant and similar insurance companies from

states other than Texas doing an interstate business in Kansas."

For example, companies organized under Texas laws, such as American Indemnity, are taxed at 4.05%, the highest gross premium tax, while similar and competitive companies from other states are taxed as low as 2%; Oklahoma companies 4%; South Carolina companies 3%; California companies 2½%, and District of Columbia companies 2%.

Violates 14th Amendment

The retaliatory law is declared to violate the due process and equal protection clauses of the 14th constitutional amendment. The court's decision in *Lincoln National vs. Read* does not foreclose petition for rehearing, American Indemnity says, because the question of interstate commerce was not involved and also because that case did not raise questions concerning discrimination by a state between foreign companies engaged in interstate commerce but domiciled in different states.

Finally, American Indemnity says, it is improper to classify companies by states for tax purposes. "The only reason for the difference in tax rates above cited is that companies are organized under the laws of different states, and such a classification is unreasonable,

arbitrary, discriminatory, improper and invalid," it declares.

American Indemnity has filed an injunction suit in circuit court Springfield, Ill., against Insurance Director Parkinson and State Treasurer Becker, claiming that it paid, under protest, a 3.5% tax on outstanding policies in Illinois. The company claims the tax discriminates against foreign corporations and is suing for recovery of the money.

Bloom Heads North America Employees' Association

Louis M. Bloom, an underwriter in the aviation department, has been elected president of the North America Companies Assn., an organization of more than 1,100 employees. In addition to directing social and sports activities, the association supervises Eagle Lodge, a golf course just outside Philadelphia.

Mr. Bloom started with Indemnity in 1942 as an engineer in the safety department. Later he was at Newark and Syracuse.

Rocco Odorisio is athletic vice-president; G. C. Dyson, social vice-president; W. C. Geyer, Jr., treasurer; Mrs. Jeanne Baker, secretary and Mrs. H. L. Wehmann, permanent secretary.

Several Changes Are Made in Hartford Field Force

E. M. Swenson, who returned to Hartford Fire last December from service in the army, is resuming special agency work, supervising southwestern Missouri with headquarters at Springfield. Special Agent A. B. Young continues to supervise northwestern Missouri from Kansas City.

W. H. Moloney, who joined Hartford's marine department after leaving the armed service some months ago, has been appointed a special agent for the marine department, domiciled with the Cook county department office in the Insurance Exchange at Chicago.

Billy B. Coats has now returned from service and resumes his work as a farm special agent, supervising farm agencies in eastern Tennessee with office at Nashville.

D. F. Lewis, special agent in eastern Tennessee, has discontinued that work and in future will devote his time to loss adjustment work in Ohio, with headquarters in Columbus.

Raymond Todd joined the field force after leaving the armed service some months ago, and has been assigned to loss adjustment work in Oklahoma, with headquarters at Oklahoma City.

Plans for Illinois Agents Meeting Take Shape

The executive officers of the Illinois Association of Insurance Agents held an all day session in Chicago and rounded out plans for the annual meeting at Peoria Oct. 16-17. Headquarters will be the Pere Marquette hotel. E. C. Stone, U. S. general manager of the Employers, will speak the first afternoon.

The chairman of the housing committee, Winfield Peters, Peoria, reported a record crowd had registered for the meeting. Those of the Illinois association officers who plan to drive by car will go directly to the National association meeting in Denver from the Peoria meeting.

W.U.A. Semi-Annual Meeting

The semi-annual meeting of the Western Underwriters Association will be held at the Grove Park Inn, Asheville, N. C. Sept. 10-11. The committee on order of business is J. R. Cashel, Providence Washington; Earl Gibbs, Boston and Old Colony; C. W. Hall, Northwestern F. & M.; E. W. Hotchkiss, Royal; Olaf Nordeng, Automobile; S. H. Quackenbush, Crum & Forster; C. H. Smith, Hartford. The committee will meet in Chicago Aug. 13 to prepare the program.

Continental 6-Month Record

Net premiums written by Continental Casualty during the first half of 1946 totaled \$26,572,769, an increase of \$5,287,628 over the same period of 1945. Both the total volume and the amount of increase were the highest in any six months in history.

Admitted assets June 30 were \$74,579,783, an all-time high, representing an increase of \$5,679,832 since the end of 1945. Surplus to policyholders, including \$9 million general contingency reserve, totaled \$26,262,829, an increase of \$1,147,503.

Pa., R. I. Reciprocal Licensing

A reciprocal agreement has been completed between the Pennsylvania and Rhode Island insurance departments for licensing agents and brokers. Pennsylvania had previously entered into similar agreements with New York and Illinois.

C. Dale Rosencrans has become a partner in the Karl D. Dakin agency, Lebanon, O. He was with the agency before entering service.

The Charles J. O'Connor agency of Newark, has moved into its own building at 52 Walnut street, recently purchased.

Windstorm Definition Questioned After Saginaw Ice Loss

The Saginaw Bay ice loss, which was paid on a good will basis under windstorm coverage, has brought into prominence the question of the definition of windstorm in fire policies. In an article in the house organ of Western Adjustment, Laurence W. Smith, Grand Rapids attorney, points out that the policy form has been justifiably criticized by the Wisconsin supreme court in that it says it insures against "windstorm" and then never uses the word again, but instead in its limiting clauses, four times uses the word "wind" as though the two were synonymous.

Mr. Smith points out that this is a sound criticism and if it is the intention to restrict liability to windstorm damage, the word "wind" should never be used in the same policy form.

The Michigan supreme court has ruled that wind and windstorm are to be distinguished. The general rule applied by courts to define windstorm is that it is distinguished from wind in that it is an outburst of tremendous violence. In Michigan a windstorm must be taken to be wind of sufficient violence to be capable of damaging the insured property either by its own unaided action or projecting some object against it.

Saginaw Loss Due to Seiche

The loss at Saginaw Bay is attributed to a seiche, a general movement of water in an inland lake caused by sudden rises or fallings on the surface of air pressure. The wind in Saginaw during the storm was recorded at 30 miles an hour, far below "windstorm" velocity.

Mr. Smith emphasizes that the distinction should be clarified or removed, depending on the extent of liability companies desire to assume. If the Michigan rule, which is more generally accepted, is to be contended for, the form should be changed by eliminating the word "wind." If, however, companies desire to abandon this and follow the Wisconsin ruling, based on a case in which an ice field was blown across the lake by what the court decided to be a windstorm, producing liability, Mr. Smith points out that the risk should be compensated by premium increases and the word "wind" used to describe the hazard and "windstorm" eliminated.

Forbes to Be Peninsula Speaker

Commissioner Forbes of Michigan will be principal speaker at the annual convention Aug. 29-30 of the Upper Peninsula (Mich.) Assn. of Insurance Agents at Houghton.

Tentative plans call for a banquet Thursday night and a business session Friday. Mr. Forbes will speak at the banquet Thursday night. Harry E. King is president and will be in charge.

Howell Leaving His Agency

J. Will Howell, local agent at West Frankfort, Ill., has left his agency and gone to Arizona. His married daughter, Eileen Patton, has taken charge. She has been with the agency for about 15 years.

Mr. Howell has been for a number of years a member of the state legislature and his agency is about 25 years old.

Vogel Resigns One C. I. T. Post

Edwin C. Vogel has resigned as chairman of the executive committee of C.I.T. Financial Corp., but will continue as a director.

He will remain a director and chairman of the investment committees of National Surety and Service Fire and a director of other important subsidiary operating companies of C.I.T.



American Equitable Assurance Company of New York

Organized 1918

Globe & Republic Insurance Company of America

Established 1862

Merchants and Manufacturers Insurance Company of New York

Organized 1849

New York Fire Insurance Company

Incorporated 1832



Corroon & Reynolds, Inc.

MANAGER

92 William Street, New York

Losses paid exceed Three Hundred Million Dollars



Don't laugh. You may be looking at a customer — *your customer!*

He may have insufficient coverage, too!

Since Pearl Harbor building costs have soared so high that three-quarters of all property in this nation is under-insured. There's your market!

Furniture values have increased, too, and it becomes a *duty*, as well as an opportunity, to bring this to the attention of your customers.

We have a folder on dwelling values and one on furniture values. Both tell the story graphically. Would you like to see samples?

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OVER A MILLION FIRES CAUSED BY SMOKERS!

3 out of 10 fires have been caused by carelessly discarded matches, cigarettes, etc. Vitally needed building materials have been lost. Counsel care and conservation among your customers.



Name Donald Dickey Okla. Commissioner

OKLAHOMA CITY—Donald Dickey, 26 year-old marine veteran of the Pacific, has been appointed insurance commissioner of Oklahoma to fill out the unexpired term of the late Jess G. Read. Mr. Dickey, who lives in Weatherford, Okla., also will appear as a candidate for the office on the Democratic ticket in the fall election.

Mr. Dickey, one of the youngest, if not the youngest, of insurance com-

missioners to be named in any state, is a former president of the Future Farmers of Oklahoma. He has been active in 4-H Club affairs for some years.

A member of the fourth marine division, Mr. Dickey lost an arm in the Iwo Jima campaign in March, 1945.

A graduate of Oklahoma A. & M. College, Mr. Dickey is now in the insurance business with his father in his home town where both also operate a large farm. He worked in a Stillwater insurance office while attending college.

Advisers of the Democratic gubernatorial nominee, Roy J. Turner, were anxious to have an "original Turner

man" named to succeed Mr. Read when it became known that Gov. Kerr would name a man of the nominee's choice. Some of Turner's backers were of the opinion that an older and more experienced insurance man be named to the post, even if he didn't belong to the Turner "old guard," so to speak. Dickey's selection is viewed as a bid for election support from former Oklahoma servicemen.

GA. COMMISSIONER NOMINEE

ATLANTA—Zack D. Cravey, former Georgia director of natural resources, was nominated in the Democratic primary for comptroller general and insurance commissioner. His nomination is tantamount to election. He will be formally nominated at the state Democratic convention Oct. 9, the election following on Nov. 12. He is expected to take office Jan. 13, 1947.

William H. Mitchell, appointed by Gov. Arnall to fill the unexpired term of the late Commissioner Parker, is expected to continue in the post for the remainder of the term.

Mr. Cravey is widely known in public life in Georgia, having held several appointive offices of state-wide character. He has wide business contacts as well.

Bar Program Shapes Up

It has been tentatively announced that at the annual meeting of the insurance law section of the American Bar Assn. at Atlantic City on Oct. 28-31, four outstanding nationally known speakers will appear. One of them will be an insurance commissioner who will discuss developments in the field of jurisdiction and supervision since the S. E. U. A. decision and the recent Supreme Court decisions. Another will be an outstanding authority on aviation and others will discuss the relations between the underwriter and the lawyer.

Featured on the round table programs will be two new committees, veterans affairs with Harry Colmery, president Pioneer National Life, Topeka, as chairman and regulation, of which C. C. Fraizer, former Nebraska insurance director and general counsel H. & A. Underwriters Conference, is chairman.

Apartment Building Situation

Insurance men have been speculating on the housing situation and predict a boom in residence building as soon as material and labor can be secured in easy terms. It is very doubtful whether there will be large apartment buildings erected or even structures of a less pretentious kind. At present, investment in such an enterprise would not yield a sufficient return to attract capital. The cost of material, repairs, taxes and management of buildings has gone up to a point where the net income to the investor is rather small. With the restoration of ceilings on rents, the attractiveness of apartment building investment is considerably cooled.

C. R. Hoffa Heads Pa. Millers

Directors of Pennsylvania Millers Mutual have elected C. R. Hoffa president, treasurer and manager to succeed his father, the late John Hoffa. Ira J. Milligan was elected executive vice-president and secretary; C. T. Parmelee, assistant secretary, and Franklin J. Gager, assistant treasurer.

McMahan Named Chief Inspector

W. O. McMahan has been appointed chief inspector for Northwestern Mutual Fire. Prior to joining Northwestern 11 years ago, he had broad experience in inspection, selection and sales activities in several states for other leading insurance companies. His first assignment with Northwestern Mutual was as special agent for Kansas and Missouri. Later he did special agency work in Illinois and Iowa. Then he was assigned to the home office in 1942 and held various responsible positions.

PPF Vexations Are Increasing

The personal property floater policy is enmeshed in a tangle of problems which may force a solution before long, although no move to change the terms of policy is now underway. The PPF was available for several years in the middlewest and other sections, where losses from theft and travel are less heavy than in the east, has been introduced in large eastern cities during recent years and is finding tough going.

One of the chief difficulties, adjusters say, is the determination of when losses occur. It is often impossible to tell in connection with the loss of several objects whether it constitutes a single claim under \$25 deductible, or whether the objects disappeared at various times, each being subject to a \$25 deduction. One claimant reported the loss of a string of pearls and subsequently discovered that other pieces of jewelry, silver, and clothing were missing. There was no indication whether it was one loss or many. The resulting settlement was a compromise between many deductions and a single one.

In a similar case, the claimant found that his summer home had been rifled during the winter. Although the rifling may have been done piecemeal, he received full indemnity.

There are many borderline cases. A rare vase on a window ledge was blown over and shattered by a strong gust of wind. The owner filed claim under windstorm coverage, although the wind had been violent rather than sustained in its violence.

Style costs in the replacement of women's clothes range out of sight. Several large glass or Montana diamond buttons set in black plastic were lost from a dress at the cleaners. The material and workmanship made it obvious that the buttons could be stamped out in a machine. The sample looked like a 50c or \$1 button. But the cost of replacement was \$100, 95% of which was payment for an exclusive styling.

It may be that rates have been miscalculated, or that the policy has been misconstrued to cover more losses than originally envisioned. Whatever the cause, PPF is losing money under present conditions, and the rate of loss appears to be getting worse rather than better. Two solutions have been suggested in various quarters. One is insurance to alleviate widespread underinsuring. The other is a tightening up of the interpretation of coverage provisions. But for the present, all insurers are riding along and attempting at every turn to get amounts of insurance increased.

To Feature Iowa Stamp

Believing that many insurance agents are philatelists, Crum & Forster is mailing to all of its agents in Iowa a copy of its Iowa state "ad." Special reprints have been made and are to be mailed Aug. 3, each envelope bearing the new Iowa commemorative stamp and postmarked "first day of issue." Such items are usually well received, and agents who are not collectors should have friends who will be glad to obtain the cover.

Close Cincinnati HOLC Sept. 30

In line with its program of progressive liquidation, Home Owners' Loan Corporation will close its Cincinnati regional office by Sept. 30. HOLC asks that any policies written by agents in Ohio and West Virginia after Aug. 20 be sent to the New York office, 16 Park avenue, New York 16, N. Y.

Correct Planet Setup

In connection with the opening of a metropolitan New York counter for Planet, G. I. McCredie, resident vice-president there for Standard Accident, was also listed as resident vice-president for Planet. Mr. McCredie's title with Planet is New York manager.



OPENING THE WEST

In 1854 groups of settlers poured into the new territory of Kansas. Not only the lure of free land, but a chance to sway the new territory toward either the Free or Slave States increased the rush. Many of the homesteaders brought their families and possessions to the new land in great, covered wagons, sometimes called "Prairies Schooners". The homesteaders acquired a few cattle and broke the heavy prairie sod with crude plows hitched to oxen. Their sod huts were soon replaced with frame houses. Villages grew rapidly, and political feeling was intense. This hurried

settling of Kansas was part of the great Westward expansion.

"Opening the West" . . . what visions these words meant to the early settlers. Never in their wildest moments did they dream of the tremendous activities existing there today. The influx, due to the war, resulted in numerous industries and many people's selecting this territory for a permanent location. The majority of them are good prospects for the long line of marine insurance policies offered by Appleton and Cox, Inc. May we assist you in seeing that they all know of our facilities?

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A. B. Knowles & Company, Inc.	Colman Bldg., Seattle, Washington
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Cobb & Stebbins	Gas & Electric Bldg., Denver, Colorado
Heber J. Grant & Company	20 1/2 South Main, Salt Lake City, Utah
Lamping & Company	Colman Bldg., Seattle, Washington
Lamping & Company	Spalding Bldg., Portland, Oregon
Southwestern General Agency	Title & Trust Bldg., Phoenix, Arizona

Fletcher U. S. Mgr. of Scottish Union

Succeeds J. H. Vreeland. Who Has Retired After 36 Years with Company

Thomas R. Fletcher has been appointed U. S. manager of the Scottish Union group to succeed J. H. Vreeland, who has retired.

G. S. Tompkins has been named assistant manager and secretary and R. M. Underwood becomes assistant manager. H. W. Fores, general agent for the Pacific Coast department, has retired. R. J. Coolidge, superintendent at San Francisco, has been appointed manager there, with J. K. Carmichael, former special agent, as assistant manager.

Native of Canada

Mr. Fletcher was appointed assistant secretary of Scottish Union in 1921 and has been secretary of American Union and assistant secretary and treasurer of Central Union. Born in Ontario, he was with the western department of Queen from 1900 to 1906 and Rocky Mountain special agent until 1910, when he joined Scottish Union as Minnesota state agent. In 1916 he was made state agent in Illinois in charge of production and countrywide business.

Mr. Vreeland has been U. S. manager since 1920. A native of New York City, he was for eight years in the Manhattan office of L. & L. G., for 20 years special agent of that company in New York state and for two years in New Jersey. He was assistant secretary and assistant manager of Scottish Union before becoming manager. Mr. Vreeland was elected president of American Union in 1923 and of Central Union in 1929.

While Mr. Fletcher was state agent for Illinois, he was also in charge of the company's brokerage and binding department in Chicago.

Petric Has Plans for Several New Companies

LOS ANGELES—A charter has been granted to the Citizens National Underwriters Corp., with authorized capital of \$1 million. Incorporators include Victor F. Petric, former president of Constitution Life, control of which was taken over recently by Maytor H. McKinley; William A. Munster, former actuary of that company; Anderson B. Crowe, Donald G. Petric, Frank H. Breen, John M. Faherty and Dr. G. J. Sutherland. The office of the corporation, which it is understood will be a holding corporation will be in Los Angeles.

Mr. Petric has filed a petition with the insurance department for the reservation of Citizens Fire & Marine, Cit-

izens Indemnity and Citizens Life, but the request has not yet been acted upon by the department. He originally filed for "Citizens National Life" but the name was turned down because such a name had been reserved several years ago by another company and was still on the records, although no real activity has been shown.

National Union Declares Extra

Directors of National Union Fire have declared a dividend of \$1.50 per share and an extra of \$1 per share, both pay-

able Aug. 26 to stockholders of record Aug. 6.

Indiana Membership Now 1,100

INDIANAPOLIS — Harry E. McClain, executive secretary of the Indiana Association of Insurance Agents, announces that the membership has reached 1,100, which it seemed for a time was an impossible goal.

The agency that rounded out the 1,100 is a new one—the Cresson Insurance Agency at Noblesville. W. A. Cresson,

who has been manager of the insurance department of the Wainwright Trust Co., has formed a partnership with Irving Heath, a returned veteran.

Boost Buckeye Union Capital

The capital of Buckeye Union Fire has been increased from \$200,000 to \$500,000 through declaration of a 75% stock dividend and the sale of 7,500 additional shares to Ohio stockholders at \$50 a share. The sale of the new stock added \$150,000 to capital and \$225,000 to surplus.



The Angler is a Salesman

THE ANGLER who catches the wily trout must be a salesman. His fly-tying is a marvel of skill, his rod a thing of beauty, his casting astounding in its accuracy, and his patience and change of lure unsurpassed. He leaves nothing undone to "sell" his wares so that his creel will be well filled with speckled beauties.

If an insurance agent were to "fish" for his prospects with the same careful preparation, the same skill and patience, he too would be a salesman capable of building the leading agency in his community.

Our fieldmen are trained to give the assistance which will do much in helping to establish you as a skillful salesman and a leader in your chosen profession.

COMPENSATION UNDERWRITING MANAGER

This man has had several years as Home Office Underwriting Manager for one of the large "comp" writers. He has a good personality, excellent experience, and executive ability. Prefers east coast.

FERGASON PERSONNEL
Insurance Personnel Exclusively
166 W. Jackson Blvd., Chicago 4, Ill.



Construes Cal. Limitation on Investments

A California domestic insurer cannot invest more than 25% of its capital and surplus in another projected domestic insurer, according to a ruling from Attorney General Kenny to Commissioner Garrison.

Mr. Garrison sought the opinion after getting a letter from a San Francisco law firm asking clarification of what they considered confused or erroneous phraseology in sections 1198 and 1199 of the insurance code. The attorneys pointed out that in section 1198 the restriction is 25% and in 1199 30% is mentioned.

The attorney general held, in effect, that, except for the shares of another domestic insurer, a California insurance company, may not own more than 30% of the stock of another corporation, and may not have more than 25% of its surplus to policyholders invested in the shares of any single corporation. When it comes, however, to investment in another domestic insurer the 30% regulation is removed. Only the 25% feature is applicable.

"The so-called 25% limitation", the opinion reads, "is obviously intended for

the protection of the investing insurer, the purpose being to prevent the investing insurer from being so deeply committed in stock of another insurer that it would be seriously or dangerously affected financially by a hazardous condition or insolvency of the insurer whose stock is purchased.

Question of Control Differs

"The 30% limitation, on the other hand, deals only with the question of control, the obvious purpose being to prevent one insurer from being controlled by the other, and the exception when both insurers are California companies under supervision of the insurance department of a single state is logical and sound. In other words, one provision is purely a financial safeguard—the other has to do with matters of regulatory policy apart from any purely financial question. It is logical that the exception should apply to the latter and not to the former.

Says Meaning Is Obvious

"Under the circumstances, it is our opinion that the sections should be construed according to their obvious meaning, to forbid an admitted domestic insurer from investing an amount exceeding 25% of its capital and surplus in the purchase of shares of the capital stock of another domestic corporation proposing to qualify as an insurer."

Plan Another Hemispheric Conference in Two Years

Arrangements for another hemispheric insurance conference in two or three years are being made by A. L. Kirkpatrick, manager of U. S. Chamber of Commerce insurance department, who is acting as secretary for the chamber of a proposed permanent inter-American committee. Mr. Kirkpatrick has written asking that in each American country domestic companies get together and name one representative to serve as a member.

It has been suggested that the committee meet in some Latin American country next winter to plan for the next conference. He has also sent to each country copies of the 13 resolutions offered by the Chilean delegation at the conference in New York and which were referred there to the permanent committee for consideration and recommendation.

William McKell, chairman U. S. Chamber of Commerce insurance committee, is expected to name the United States member of the permanent committee and alternates in the near future.

Jinx Over Chicago Hotels

A jinx seems to be hovering over the Chicago hotels. Last week there were incipient fires at the Fort Dearborn hotel. There were said to be three and they all started in room closets. Fortunately, they were discovered very soon and were extinguished. The fire department, however, responded to the call. It looks as if they were started by an incendiary.

Hotchkiss Manager at Manchester

Fire Companies Adjustment Bureau has appointed Gardner Hotchkiss manager at Manchester, N. H. He has been a member of the staff since 1928, when he started in Boston. He became staff adjuster at Manchester in 1930. In 1943 he was appointed assistant manager at Boston. He succeeds William B. Quigley, manager at Manchester since 1930, who will concentrate upon adjustment work in the Manchester territory.

STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago, July 29, 1940

	Par	Div.	Bid	Asked
Aetna Cas.	10	3.00	97	100
Aetna Fire	10	1.80*	56	57 1/2
Aetna Life	10	1.60*	55 1/2	57
Amer. Alliance ..	10	1.00*	22 1/2	23 1/2
American Auto. .	4	.80	32	34
Amer. Cas.	5	.60	11 1/2	12 1/2
Amer. Equitable .	5	1.00	20 1/2	22
Amer. (N. J.) ..	2.50	.70*	20	21
Amer. Surety	25	2.50	69 1/2	71 1/2
Balt. Amer.	2.50	.30*	7	7 1/2
Boston Fire	10	2.10*	67 1/2	71
Camden Fire	5	1.00	24	25 1/2
Contl. Cas.	10	2.00*	52	53 1/2
Cont. N. Y.	10	2.00*	53	54
Fidelity-Phen. .	10	2.20*	58 1/2	59 1/2
Fire Assn.	10	2.50*	61	64
Firemen's (N.J.)	5	.50	14	15
Fireman's Fund ..	10	3.00	111	115
Franklin Fire ..	5	1.00	23 1/2	25
Glens Falls	5	1.85*	53 1/2	55
Globe & Repub. .	5	.50	10	11
Gt. Amer. Fire ..	5	1.20*	31 1/2	33
Hanover Fire ..	10	1.20	29	30 1/2
Hartford Fire ..	10	2.50*	119	123
Home (N. Y.) ..	5	1.20	30 1/2	31 1/2
Ins. Co. of N. A. .	10	3.00*	100	102
Maryland Cas. .	1	...	18 1/2	19 1/2
Mass. Bonding ..	12.50	4.00	89 1/2	94
Natl. Cas.	10	1.25*	24 1/2	26
Natl. Fire	10	2.00	65	67
Natl. Liberty ...	2	.30*	6	7 1/2
Natl. Un. Fire ..	20	5.00*	173	181
New Amst. Cas. .	2	1.00	32 1/2	33 1/2
New Hamp.	10	1.90*	52 1/2	54 1/2
North River	2.50	1.00*	25	26
Ohio Cas.	5	.80	36	...
Phoenix Conn. .	10	2.00*	84	87
Preferred Acc. .	5	.80*	14 1/2	15 1/2
Prov. Wash.	10	1.40*	40	42
St. Paul F. & M. .	12.50	2.00*	77	79
Security, Conn. .	10	1.40	35	36 1/2
Sprgfd. F. & M. .	25	4.75*	119	123
Standard Accl. .	10	1.45	34	35 1/2
Travelers	100	18.00	670	685
U. S. F. & G.	10	2.00*	51	53
U. S. Fire	4	2.00	58	60

*Includes extras

Big Fire Losses Are Result of Improper Operation: Hutson

CLEVELAND—Speaking before the International Fire Chiefs Assn. conference here, Assistant Chief Engineer A. C. Hutson of the National Board declared that the prime interest of every fire department is to emphasize now, and each time there is a serious loss, that loss was primarily due to improper construction inherited from the past, or the improper operation of a hazard, or an unwillingness to spend money to properly store and handle a hazardous material.

Buildings of the older type with open stairways must be sprinklered or provided with automatic alarm systems or have the stairways enclosed, Mr. Hutson said. If present building codes require certain safeguards, then any building which does not have these safeguards is sub-standard from the fire prevention standpoint.

Hopeless Missions

In most of the large fires, such as hotel fires with large life loss and factory, warehouse or store fires with destruction of millions of dollars, "the fire department was licked before it left the station," Mr. Hutson said. The fire chief cannot control a fire in a building of 20,000 square feet area filled with burnable material, when the fire has been burning for half an hour to several hours before it is discovered. He cannot prevent total loss of contents in a 4-story furniture store where the elevators and stairs are unenclosed.

Mr. Hutson outlined a program for increasing effectiveness of fire fighting forces:


1. There should be an effort to remove the fire department from politics. This means appointment of the chief on a merit basis. The practice in many cities of changing chiefs with each change of city administration has poor morale effect. There is no real incentive for men to perfect themselves in the science of fire protection and prevention.

2. There should be a complete overhauling of the training program. The usual routine of knot tying, pompier ladder operations and laying out of hose given new appointees, and the theoretical knowledge gained from lectures and textbooks have proven too slow. Practices followed by the army and navy, including actual attack of fire under the direction of trained men was found to produce an effective force in a short time.

3. Fire department should lead in promoting good fire prevention. Mr. Hutson urged chiefs to organize a fire prevention committee of leading citizens and convince them of the need of a modern fire prevention ordinance.

The Waukegan Agents Assn. will hold its annual party Aug. 2 at the Glen Flora country club. The party will feature golf, entertainment and dinner.

PROTECTION ASSURED



THE MANHATTAN

FIRE AND MARINE

INSURANCE COMPANY

99 JOHN STREET, NEW YORK 7, N. Y.



MEET THE MODEL AGENT!

Who doesn't worry about complete coverage for himself as long as his clients are properly covered... meaning the latest thing in Phoenix-London policies, of course. Maybe a little lapse in memory now and then, but no lapsing of clients' policies. He'd never let them get caught short... their interests always come first.

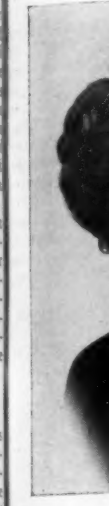
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THE UNION MARINE & GENERAL INSURANCE CO., Ltd.
LONDON GUARANTEE & ACCIDENT CO., Ltd.
PHOENIX INDEMNITY COMPANY

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Mrs. Belcher Feted at Chicago Farewell Dinner

The testimonial dinner given in honor of Mrs. Kathleen L. Belcher by the Chicago Insurance Distaff Assn. at the Edgewater Beach hotel was well at-



KATHLEEN L. BELCHER

tended and brought out many interesting facts concerning her career. She has given up her reinsurance agency and goes to the University of Wisconsin at Madison to become house mother for Delta Zeta sorority.

Mrs. Belcher is the immediate past president of the Distaff body. The other two past presidents were at hand, Miss La Verne Hand, who was the founder of the organization, and Mrs. Hugo Dalmar. Miss Hand, in her talk, brought up the fact that Mrs. Belcher was the first regular member to join the Distaff organization and furthermore she has attended every meeting.

Mrs. Sadie Hoffman, Underwriters Laboratories, the present president, following her tribute to Mrs. Belcher, presented her with an elegant silver cigarette case, a gift from the organization. One of the features of the evening was the presence of Helen Elizabeth Sieben, 5 years old, who presented Mrs. Belcher with nylon hose. She was announced as the youngest member of the Distaff organization. Her mother was the former Katherine Cavanaugh, who was secretary to Manager F. C. Schad of the Western Insurance Bureau. Miss Carolyn Austin of Underwriters Adjusting had charge of the flowers which were presented by the company to decorate the tables.

Messages Are Read

Mrs. Belcher spoke at the close of the meeting in a very feeling way. Mrs. Hoffman read excerpts from messages from a number of women prominent in the National Assn. of Insurance Women in which they spoke in high terms of Mrs. Belcher. Mrs. Belcher was president of the Distaff Association when the National Assn. of Insurance Women held its annual meeting in Chicago last year. A book of memories was presented to Mrs. Belcher in which every member expressed some sentiment concerning the recipient.

C. M. Cartwright of THE NATIONAL UNDERWRITER presided at the dinner.

One of the features was the introduction of Mrs. Edward Lewis, with whom Mrs. Belcher has made her home at Evanston for many years.

YOUNG MAN WANTED

For strong, large Cook County Fire office. Experienced in mapping. Good salary and working conditions. Assured future. Replies confidential. Address Box H-3, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Home Names Field Men in Ky., Ohio, Ind.

H. Ray Hatton has been appointed special agent of Home in Kentucky under State Agent Marshall Mellor with headquarters at Louisville. Mr. Hatton, who served in the air corps as a pilot, was recently discharged from service as a captain.

Howard F. Lepper has been appointed special agent of Home at Cincinnati un-

der Manager Otto F. Rieg. Mr. Lepper, who was in the army air service, received the distinguished flying cross, and an air medal with three oak leaf clusters.

Warren J. Harper has been appointed special agent of the hail department of Home in Indiana, with headquarters with State Agent A. E. Bulau at Indianapolis. After completing a course in the North Dakota Agricultural College and a course in forestry in the North Dakota State School of Forestry, Mr. Harper served three years in the

navy as a lieutenant. He joined the hail department in Chicago in March.

Hail Worry in Minn. Lessened

MINNEAPOLIS—With the passing of July, hail writers' worries are just about over as far as small grains are concerned in Minnesota at least. The crop is pretty well harvested. Corn and flax remain and there is still plenty of time for damage to those crops. The loss experience thus far in this state has not been too bad, company men report.

SUGGEST

"Eatin' Money"
COVERAGE



Try an experiment. Ask every client why he doesn't take out "Eatin' Money Insurance". You'll get a chance to explain that a few dollars will buy Additional Living Expense coverage that pays the staggering extra cost of living away from his home if it should burn. And we'll lay you a little bet that you'll not only sell the insurance but go up more than a few notches in your client's respect.

Actually the need for Additional Living Expense Insurance is so obvious today that all of us owe it to our professional pride to make sure every one of our policyholders knows about it. With repair conditions as they are now, even a minor fire can easily make a home untenable for months. And with virtually no vacant homes available, this may mean a long residence at a hotel, where the cost of keeping a family is from 3 to 6 times the normal cost.

While this form of insurance may not seem to be an important premium producer, actually it is one of the finest of business-builders today. When you tell a client about "Eatin' Money" risk you gain his respect as an able insurance counselor, you cement his friendship and guarantee his lasting good will. What better sources of commissions are there?

Fire Association Group, 401 Walnut Street, Philadelphia 6, Pa. Branches in Atlanta, Chicago, Dallas, New York, San Francisco, Toronto.

PROMOTION IDEAS —

you can use in your local ads and letters are suggested by this month's Insurance Calendar.

INSURANCE CALENDAR



On August 5, 1945, the first atomic bomb was dropped on Hiroshima, spreading death and destruction beyond the scope of any man's imagination. When you realize that even this holocaust would have to be multiplied many thousands of

times to equal even the past destruction of careless sparks, you will realize the importance of the never-ending efforts to reduce fire hazards, by such capital stock fire insurance companies as those of the Fire Association Group.

1946—AUGUST hath 31 days

"Have you truly earned your vacation...?"

ASTRONOMICAL CALCULATIONS

EASTERN STANDARD TIME

AUG.	Latitude +30°	Latitude +35°	AUG.	Latitude +40°	Latitude +45°
1	5:18	6:54	5:09	7:04	
6	5:21	6:50	5:12	7:00	
11	5:24	6:46	5:15	6:54	
16	5:27	6:41	5:20	6:48	
21	5:30	6:36	5:24	6:43	
26	5:33	6:30	5:28	6:36	
31	5:35	6:25	5:31	6:29	

AUG.	Latitude +30°	Latitude +35°	AUG.	Latitude +40°	Latitude +45°
1	4:57	7:15	4:44	7:28	
6	5:02	7:09	4:49	7:21	
11	5:07	7:04	4:55	7:14	
16	5:12	6:57	5:01	7:06	
21	5:16	6:49	5:07	6:58	
26	5:21	6:42	5:13	6:49	
31	5:26	6:35	5:19	6:40	

AUG.	Latitude +30°	Latitude +35°	AUG.	Latitude +40°	Latitude +45°
1	9:25	9:59	9:21	10:00	
3	11:17	10:59	11:24	10:49	
5	1:06	1:22	1:14	1:44	
7	2:56	12:41	3:23	12:17	
9	4:42	2:09	5:13	1:54	
11	6:18	3:56	6:44	3:27	
13	7:48	5:54	7:54	5:34	
15	8:47	7:56	8:52	7:48	
17	9:55	9:58	9:46	10:04	
19	11:11	12:07	10:51	12:25	
21	2:21	2:49	
23	1:49	4:26	1:19	4:56	
25	4:00	6:07	3:35	6:29	
27	6:10	7:24	5:56	7:34	
29	8:00	8:27	8:08	8:25	
31	10:01	9:29	10:13	9:16	

To obtain local time of sunrise and sunset for longitudes other than the standard time meridians (i.e., 75°, 90°, 105°, and 120°, for Eastern, Central, Mountain, and Pacific Standard Time), decrease the time four minutes for each degree east of the standard meridian, or increase the time four minutes for each degree west of the standard meridian.

OBSERVATION for August:

MORAL for August:

Many who check their property replacement costs against current price levels find them out of line. Check yours now for adequacy of insurance.

Call your Agent or Broker to guard against penalties of shrunken coverage!

FIRE ASSOCIATION GROUP

Fire Association of Philadelphia
The Reliance Insurance Company
PHILADELPHIA

Lumbermen's Insurance Company
Philadelphia National Insurance Company
PENNSYLVANIA

SYMBOL OF SECURITY SINCE 1811

SPIRIT OF '46



SOARING WINGS

THE wings of the airways soar with the progressive Spirit of '46... the brave new spirit of advancement, adventure and development for a better world of tomorrow.

New flashing speed draws far horizons ever nearer. Modern scientific achievement brings new safety and efficiency to the skyways. Turbo-jet propulsion, electronic navigation, radar... strange new terms take their places in the language of flight, defining developments

that herald new wonders of the future.

The spirit on which aviation soars to new heights is the same Spirit of '46 that motivates new methods, improved facilities, advanced conceptions of service exemplified in the streamlined operational policies of these two fire insurance companies.

With Millers National and Illinois Fire, alert agents will find enlightened helpfulness in answering modern America's demand for improved insurance protection.

MILLERS NATIONAL INSURANCE CO. ILLINOIS FIRE INSURANCE CO.

HOME OFFICE: 137 W. JACKSON BLVD., CHICAGO

SERVICE HEADQUARTERS FOR ALERT AGENTS

Quackenbush, Retiring, Honored

FREEPORT, ILL.—A testimonial dinner was given at the Freeport Country Club Monday evening in tribute to Senior Assistant Manager S. H. Quackenbush of Crum & Forster who is retiring from active business. E. H. (Joe) Gregg of Decatur, state agent for the central part of Illinois, acted as toastmaster.

All Crum & Forster field men who have been in the service for 25 years or more were invited as were all the former field men of Westchester of which Mr. Quackenbush was western manager. Vice-president Harold Junker came on from the head office to pay tribute to Mr. Quackenbush and called attention to the extraordinarily valuable service that he had rendered the Crum & Forster organization.

Mr. Junker was at home in Freeport. When Crum & Forster purchased the Williamsburgh City they took over in that transaction the agency plant and most of the employees of the old German of Freeport, that had been sold to the Williamsburgh. When the change was made Mr. Junker was sent to Freeport to complete the arrangements and see that the machinery got in running order. He moved his family for the time being to Freeport and was there for six years. Mr. Junker stayed over a few days, as his family was to arrive from New York and go to Fort Madison, Ia., Mrs. Junker's former home. Mr. Junker will return to New York.

Attending the banquet was Carl E. Ingram, secretary in the western department of Great American who was the assistant manager of Westchester under Mr. Quackenbush. He was accompanied by Mrs. Ingram. He gave a talk at the dinner and recited some of Mr. Quackenbush's strong points as he saw them from the assistant manager's chair.

The speakers all gave their impressions of the guest of honor from their special viewpoint. They all declared that Mr. Quackenbush had served the business with particular distinction. He was widely known as a solid, substantial, earnest and intelligent underwriter who made good in every position that he held.

Gund Makes Presentation

The other speakers were: C. M. Cartwright, THE NATIONAL UNDERWRITER, Assistant Manager W. A. Seely, Manager Fred M. Gund who presented Mr. Quackenbush with an exquisite plaque that had been prepared under the supervision of Chicago Manager A. J. Smith. It was on a walnut base with the inscription engraved in gold and 68 names on the plaque. Mr. Quackenbush responded with great feeling to Mr. Gund's presentation.

Mr. Gund took the occasion to commend Mr. Quackenbush for his constructive and useful service at the Freeport office.

There was present at the dinner Mr. Quackenbush's secretary, Miss Cleora Kennedy. She was his secretary when he was the assistant western manager of the Royal. When he became western manager of Westchester, he induced her to go to that company as his secretary and then she followed him to Crum & Forster. Mr. & Mrs. Chester B. Frost were present from Providence, R. I. Mrs. Frost was the former Emma Quackenbush. She at one time was librarian of the insurance library in the Insurance Exchange, Chicago. She writes to her father every day.

There were a number of conferences at the western headquarters during the day in order that the field men might talk with Mr. Junker and the western executives. Some stayed over to play golf and have further conferences.

A. T. Russell, Fargo, North Dakota state agent who was present, was celebrating his birthday anniversary.

Insurers Must Wait for Share in WDC Profits

WASHINGTON—War Damage Corp. will not be liquidated before next year, according to present plans of its officials, unless Congress enacts legislation on the subject, which was not expected this week, owing to the imminence of its adjournment.

As pointed out by a high WDC official to THE NATIONAL UNDERWRITER, the life of the corporation extends to Jan. 22, 1947, with provision for continuing thereafter for purposes of liquidation. Present plans call for no liquidation before that date and for no distribution before that date to insurance companies participating in the war damage program of their 20% share in the corporation's profits.

The official said that distribution of the companies' share would not be due until it is known definitely what is the exact amount of WDC earnings, or what he referred to as WDC "profit or loss." Such amount cannot be finally determined—nor the companies share in it—until all WDC policies have expired, it was said. The last of these policies will run until early next year, "probably about Jan. 22," it was stated.

Surplus Is About \$225 Million

When these things eventuate and the companies are awarded their shares of WDC profits, then the plan is to liquidate the corporation, and its surplus or profit estimated at about \$225 million, will be turned over to the RFC, the government agency which organized and financed WDC, according to present plans. Thence it would go to the Treasury.

A spokesman said a big auditing job has to be done on WDC policies and accounts with thousands of policyholders and with the participating companies. Legislation proposed for liquidating WDC would provide for returning premiums on WDC policies to individual policyholders, which the spokesman said would be an almost endless task. However, Congress has not seen fit to require it.

Audit Bureaus Are Busy

Audit bureaus for the most part are far behind in their work, due to the greatly increased demand for endorsements. Almost all these are caused by demand for increased insurance on existing policies.

FACTUAL APPRAISALS

SOUND
COMPETENT
RESPONSIBLE

Impartial Valuations of Industrial and Commercial Property. Thirty-five years of factual appraisal service to America's more conservative business institutions.

The Lloyd-Thomas Co.

APPRAISAL ENGINEERS
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APPRAISAL ENGINEERING BUILDING
4411 RAVENSWOOD AVENUE
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DISTRICT OFFICES IN OTHER PRINCIPAL CITIES

Approved For Plant Protection

JUSTRITE

OILY WASTE CANS
The safety container for oily waste, rags and other flammable material.

SAFETY CANS
For storing and handling explosive or flammable liquids with safety.

Approved by Underwriters' Laboratories, Inc., and Associated Factory Mutual Fire Insurance Companies.

JUSTRITE MANUFACTURING COMPANY
2087 N. Southport Ave., Chicago, Ill.

THE CHARTER OAK FIRE INSURANCE COMPANY

Country-Wide Insurance Analysis and Claim Service

Hartford, Connecticut

ONE OF THE TRAVELERS COMPANIES

NEWS OF THE COMPANIES

Capital of F. & G.
Fire Is Doubled

Fidelity & Guaranty Fire has increased its capital stock from 100,000 shares at par value of \$10 to 200,000 shares at the same par value. This new stock will be offered on Sept. 15 to holders of stock of record July 26 on the basis of one share for each share held at the price of \$40 per share, of which \$10 will be credited to capital and \$30 to surplus. Subscription warrants will expire Nov. 15. Shares of the new stock not purchased by subscription warrant holders will be sold to U.S.F.&G. at the same price.

America Fore Half
Year Report

Continental and Fidelity-Phenix of the America Fore group reported net premium volumes for the first half of this year of \$16,659,554, and \$13,409,456, respectively, compared with \$16,528,523 and \$13,243,531, for the same period of 1945. The small rise in volume is due to retrocessions from revisions in quota share arrangements with affiliates.

Underwriting earnings of Continental were lower, while those of Fidelity-Phenix remained on a par with 1945 first half results. Continental had a statutory underwriting profit of \$278,447 with unearned premiums enlarged by about 1½ million and Fidelity-Phenix had a statutory profit of \$678,518 after adding nearly \$1 million to unearned premiums. Investment income was higher, Continental having \$2,439,740 and Fidelity-Phenix \$2,029,548.

For the first half year net adjusted

earnings were equal to \$1.39 per share for Continental, deducting federal tax of \$.27 per share, and \$1.76 per share for Fidelity-Phenix after federal tax of \$.30 per share. Assets of Continental at market on June 30 were \$169,951,479 and policyholders' surplus was \$124,076,547. Fidelity-Phenix reported assets of \$141,602,847 and policyholders' surplus of \$104,786,814, the first time in the company's history that the latter figure exceeded the \$100 million mark. Per share liquidating values at the mid-year date, excluding equities in affiliates were, for Continental, \$67.98, and for Fidelity-Phenix, \$75.87.

Declare 3% Republic Dividend

Directors of Republic have declared a quarterly dividend of 3%, or 30 cents per share, payable Aug. 24 to stock of record Aug. 10.

New Tenn. Company Chartered

Cherokee Fire of Nashville, Tenn., with office in the Stahlman building, has been incorporated with authority to issue 10,000 shares of preferred stock at \$10 each and 10,000 shares of common stock at \$5 each. Fuller announcement of the new company's plans will be made in a few days.

Surety Fire of New York has entered Virginia.

Detroit Course to Open Sept. 16

A faculty of 40 instructors has been arranged for the Detroit Assn. of Insurance Agents' sessions through the University of Michigan extension course starting Sept. 16.

Commissioner Forbes of Michigan, George W. Carter of the Detroit Insurance Agency and H. Thompson Stock are among those who will assist in the courses.

Southeastern Field Clubs
Discuss Public Relations

Field club presidents and chairmen met in Atlanta recently to discuss public relations, with J. H. Hines, Crum & Forster, chairman S.E.U.A. public relations committee presiding.

George G. Traver, National Board, outlined the stock companies public-relations program, emphasizing importance of participation by regional service organizations, field clubs, local agents and adjusters. A discussion followed on ways of implementing the nationwide National Board program on fire prevention and the contribution to public welfare being made by stock companies.

Caspar S. Whitner, S.E.U.A. president, and J. H. Ledbetter, Louisiana-Mississippi conference committee, welcomed the field men. G. B. Raine, assistant manager Fire Companies Adjustment Bureau, Atlanta, represented the adjusters.

Field clubs of Alabama, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina and Virginia were represented.

Ohio Blue Goose Fall
Outing Tentatively Set

The annual fall outing of the Ohio Blue Goose has been tentatively set for Oct. 8 at Summit Hills Country Club, near Covington, Ky. Hoyt Hammer, state agent of F. & G. Fire, Cincinnati, is in charge of arrangements. A business meeting will precede the outing the evening of Oct. 7, followed by meetings of the field clubs the morning of Oct. 8. The annual baseball game between Cincinnati and Columbus will be one of the high spots of the outing. J. C. Rielage, manager Ohio Audit Bu-

reau, is the perennial captain of the Cincinnati team.

Name Coulbourn General Agent

National Fire has promoted Daniel L. Coulbourn to general agent at Richmond, Va. He has been state agent there in charge of Virginia, and in his new duties will additionally supervise business in the District of Columbia and Maryland.

The company has appointed J. C. McNaughton as state agent to replace Mr. Coulbourn. He joined the company in 1941 and shortly thereafter entered service. He was wounded in the Philippines while serving as a second lieutenant. He was recently discharged and now has been appointed Mr. Coulbourn's assistant in Richmond.

Open Buffalo Field Office

Pearl-American group has opened a field office in Buffalo at 901 Liberty bank building in charge of State Agent Chris C. Meyer, Jr.

Mr. Meyer supervises the western part of the state. The eastern office is in Syracuse.

Leonard Back in Kentucky Field

Charles F. Leonard, special agent for American in West Virginia during the war, has been transferred back to Kentucky, his old field, and will be located in the Radio building, Lexington, where he will be associated with H. L. Williamson, state agent.

Newman Returns to Hartford

Travelers Fire has appointed C. R. Newman special agent in Hartford. Until recently he was in Brooklyn. Following his release from service last year he

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- RETENTION OF YOUR PRESENT CUSTOMERS!
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New Issues

Maryland Casualty Company

239,940 Shares*
\$2.10 Cumulative Prior Preferred Stock
Price: \$52 Per Share

479,880 Shares*
\$1.05 Convertible Preferred Stock
(Cumulative if and only to extent earned)
Price: \$26 Per Share

*Rights (evidenced by Subscription Warrants) to subscribe for such Shares, at the respective prices stated above, have been issued by the Company, which Rights will expire at 2 P.M., Eastern Standard Time, July 30, 1946, all as more fully set forth in the Prospectus.

Copies of the Prospectus may be obtained in any State only from such dealers participating in this issue as may legally offer these Securities under the securities laws of such State.

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Lehman Brothers Paine, Webber, Jackson & Curtis
Blyth & Co., Inc. Harriman Ripley & Co. Hornblower & Weeks
Kidder, Peabody & Co. Lazard Frères & Co.
Stone & Webster Securities Corporation

July 19, 1946

was named Hartford special agent and in December was transferred to Brooklyn, where he was until recently. Mr. Newman first was appointed special agent in Hartford in 1932, and in 1936 was transferred to Yonkers, N. Y., where he remained until entering service in 1942.

Tompkins Assigned to Seattle

Fireman's Fund group has transferred Minthorne Tompkins to Seattle as special agent under J. R. MacKay, Pacific Northwest manager for automobile and casualty lines. Mr. Tompkins is a graduate of Stanford University, 1938, and has spent his entire insurance career with Fireman's Fund. He was in the army signal corps for four years, emerging as a captain after combat duty in the Pacific. Since Jan. 1, he has been in the home office.

Royal Names Storey in Boston

Royal, Newark Fire and American & Foreign have appointed Harold F. Storey special agent for the Boston and metropolitan district, with headquarters in the Boston office of Field & Cowles, New England managers for the three companies.

Mich. F. U. A. Committee Named

L. Irving McKay, Northern Assurance, has been named chairman of the executive committee of the Michigan Fire Underwriters Assn. Members of the committee are: W. D. Cameron, Boston; Russell P. Heindel, London Assurance; John R. Horn, Travelers Fire; C. C. Ippenlatz, U. S. Fire; A. D. MacLean, Royal-Liverpool; E. C. Sauley, Great American.

Ind. Preventionists' Committees

E. P. Ressler, National Fire, president Indiana Fire Prevention Association, has announced committee appointments. Chairmen are: Speakers bureau, Charles W. Barger, Indiana Insurance Co.; code and public buildings, R. D. Graves, Hartford Fire; farm, Jesse E. Miller, Ohio Farmers; scout and arrangement, J. J. Ronayne, Commercial Union; inter-chamber fire waste contest, Harold L. Newton, Boston; publicity, Walter Dithmer, W. P. Ray & Co.

Smith on Conference Committee

In announcing the personnel of the conference and coordination committee appointed by President A. C. Deisleroth of the New York State Association of Local Agents, the name of A. J. Smith of New York City, was omitted. Mr. Smith, veteran president of the Association of Local Agents of the City of New York, is a member-at-large of that committee.

Komenda Buys Agency

The Bedford Insurance Agency, Bedford Center, Mass., has been purchased by Rudy Komenda, recently discharged from the navy. He was with Liverpool & London & Globe in Boston for five years before the war and was one of the founders of the Insurance Forum of Boston. Since his discharge from the navy he has been with the Fairfield & Ellis general agency of Boston.

Extended Cover Loss in Mass.

Under extended coverage No. 4, the companies stand to lose between \$50,000 and \$75,000 from the gas explosion that shattered four frame buildings in the heart of the business section at Onset, Mass., the total property loss reported being estimated at between \$100,000 and \$200,000. The insurance loss will be divided among several stock and mutual companies, and was placed through the agencies of Loring W. Puffer & Son and W. M. Thompson & Co. of Brockton.

Nelson on N. C. Advisory Board

W. H. Nelson of Spray, N. C., has been appointed by Governor Cherry to a two-year term on the state insurance

advisory board to fill out the unexpired term of Ralph P. Hanes of Winston-Salem, resigned.

Awards Are Made in Annual Miss. Short Course

The Mississippi Association of Insurance Agents' annual short course school held in Jackson, attracted more than 120 students. Dr. H. B. Brown, Jr., dean of University of Mississippi school of commerce and business administration, supervised the course.

The scholarship award of Federal Fire, presented through A. J. Hallwanger, Jackson, general agent, was won by W. S. Smylie, Meridian, the association's immediate past president, with an average grade of 97½. A tie resulted in the competition for the Fidelity & Deposit award. Mrs. Ernestine S. Wellborn, Clarksdale, Jenkins & Parchman agency, and C. D. Christian, Meridian, R. Lee Tatum agency, both had 92½ and duplicate awards were made.

Winner in the company men's competition was R. P. Gates, Jackson, Holland & Gates, with 69½. The award to special agents was made by the association. All the awards consisted of pieces of sterling silver.

President W. F. Flautt awarded 80 certificates of merit to students who met attendance and scholastic requirements.

Seek Whisky Cover; Hard to Get

LOUISVILLE — There was very strong demand all during July for increased amounts of insurance on whisky in bonded warehouses, with agents reporting considerable difficulty in placing any additional collateral as under the present high valuation companies are loaded up and don't want the business. Part of the current high prices does not really represent market values.

New Birmingham Adjusting Firm

Mason J. Dillard and Fornie A. Hughes, Birmingham, Ala., have formed a new adjustment firm under the name of Dillard & Hughes. Mr. Dillard until recently was a member of the firm of Baarke & Dillard, while Mr. Hughes has been staff adjuster at Birmingham for Home for several years. Both formerly were with General Exchange and at different times were on the staff of J. L. Wilkey, Inc. Mr. Dillard served for a time as staff adjuster in Birmingham for State Farm Mutual Automobile.

New Des Moines Agency

Charles J. Smith, formerly with Chamberlain, Kirk & Co., Des Moines, has opened a new agency there. Associated with him as office manager will be his brother-in-law, John M. Waldron, a war veteran. Mr. Smith, who was in the navy, has been in the insurance business in Des Moines for 12 years.

WANT TO BUY

Small agency or interest in agency; part cash and renewal basis. Prefer Pacific Coast or Western town of 25,000 to 150,000 population. Age 44. Experience—25 years company and general agency. Write G-99, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

Company State Agent, recently returned from service, desires to purchase whole or part interest in a good local insurance agency located in midwest city of 10,000 population or over. Address G-98, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Fieldman by medium sized independent Stock Fire Insurance Company for States of Illinois, Indiana and Wisconsin or part thereof. Reply giving background, experience and salary requirements. Address H-1, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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POINTERS FOR LOCAL AGENTS

Some Sales Features of 3-D Policy Are Outlined

NEW YORK—"The comprehensive dishonesty, disappearance, and destruction policy is a modern, inclusive form of protection," said E. H. Kingsbury of the Royal-Liverpool group, in a talk before the Richmond County Association of Local Agents. "There has been a great deal of talk about the need for multiple line underwriting, for all-risk insurance, and for a package policy. In the 3-D policy all three are included with only minor limitations."

Mr. Kingsbury emphasized that many of the criticisms leveled at individual coverages and their failure to close all the gaps for an insured are bridged by this contract.

"The agent should make clear to the prospect," he pointed out, "that the blanket position bond provides coverage in an aggregate equal to the number of employees times the amount of the bond, but only when the employee or employees beyond the first, or beyond those causing losses to the amount of the bond, can be identified. If they cannot, then the bond pays up to its face value only."

"The commercial blanket bond amount, when sufficiently large, will cover blanket for a collusion loss without the need of identification. This larger amount, of course, also applies to the individual loss. Naturally, a sufficiently large amount will cost more, and consequently requires more salesmanship on the part of the agent. Many of the bond amounts sold today are notoriously inadequate."

Preliminary Survey

In setting up the fidelity coverage, Mr. Kingsbury suggested that the agent make a preliminary survey of employees, classify them, and on the return call be able to show the prospect the cost per day for all employees, and per day for each employee. With class C employees included, these costs are extremely small.

"The 'all-risk' coverage, which provides for money and securities, both on and off the premises, stands out vividly when compared to the qualified definitions of safe burglary and robbery purchasable for only a slightly lower premium in the specific policies. Aside from minor and obvious exclusions, money and securities are covered for such real and constant exposures as loss by fire, windstorm, flood, or if they should disappear or be lost. As is well known, money and securities are not coverable under a fire contract or the extended coverage endorsement. In fact, this all-risk protection sells itself wherever there is a money and securities exposure, and there usually is such an exposure in the vast majority of instances."

Depositors Forgery Bond

"The insured's statements are not treated as warranties. He does not have to worry about whether his safe has been carelessly left unlocked during the night, nor does he have to prove a holdup. Producers should not overlook the fact that merchandise continues to be covered against the safe burglary and holdup exposure, as does damage to the safe and premises resulting from actual or attempted burglary."

"Due to general misconceptions, the depositors forgery bond feature of the 3-D coverage is not always easy to sell by itself. It is true that the depositor's

bank is fundamentally liable. However, the agent should point out to his prospect the very real dangers that the depositor does run. Depending upon the law in the specific state, there is in some states a short statutory period ranging, generally, from 60 to 90 days, within which the depositor must check his statement for errors. If notice is not given within that period, the depositor is likely to stand the loss of a forgery that has been committed."

Rating Is Simple

"The safe deposit box coverage is also

'all-risk' and is, therefore, invaluable protection for those who have the exposure."

"Finally," Mr. Kingsbury said, "the rating of all these coverages is so simple that, with relatively few exceptions, quotations can be made by the producer at the time of the interview. Royal, Globe, and Eagle Indemnity companies publish an abbreviated rate card for premiums on fidelity bonds. The premium is taken from the chart printed on these cards. All that is necessary to rate the all-risk coverage on the premises is to determine the class of business, the class of safe, and the territory. The messenger coverage is rated in the usual fashion on the number of messengers. The depositor's forgery and the safe deposit box coverages for the securities are equally simple in their rating structure."

Merge 2 of East's Largest Agencies in Baltimore

Two of the largest agencies in the east have been merged to form Riggs-Rossmann-Roloson, Inc., which will be located at 129 E. Redwood street, Baltimore, former site of Riggs, Rossmann & Hunter. The other agency involved is Henry M. Warfield-Roloson Co.

The president of the new agency is Henry M. Warfield. Vice-presidents are Lawrason Riggs, F. Albert Roloson, E. Page Hunter and E. Stuart Windsor. Preston D. Callum will be secretary and James N. Neville, treasurer.

Among the oldest agencies in the east, Riggs, Rossmann & Hunter was organized in 1900 and Henry M. Warfield-Roloson Co. in 1896.



Wise agents make friends for insurance

The insurance agent is a good man to know because he is the man through whose efforts people are made safer and happier. The question is—do many people of the community know this or just a limited group? Alert agents are answering this question with plans for public

relations. Public relations is "rendering a service in EXCESS of our paid responsibility." The easiest and most logical way for an insurance agent to do this is through community fire and accident education and prevention. Wise agents make friends for insurance!



The agent knows that insurance is a personal matter. Just the right amount plus just the right kind equals "protection."

★

Ohio Farmers

INSURANCE COMPANY • LEROY, O.

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THE INSURANCE AGENT IS A GOOD MAN TO KNOW

EDITORIAL COMMENT

Extension of Group Is Desirable

As more companies enter the group field and an increasing number of agents turn their attention to writing these lines, there are voices raised in protest that group plans erase many prospects who might have been written individually. To a certain extent this is undoubtedly true, as group insurance does eliminate a certain number of prospects for ordinary life insurance and individual A. & H. policies and a considerably greater number of prospects for industrial life insurance, but, in the main, those people whose complete insurance needs can be satisfied by the usually small group allowances, would hardly have been prospects for any substantial amount of individual cover. They are the marginal prospects and the chances that they would remain uncovered by any insurance outweigh chances that they might have purchased individual contracts if they were not covered in a group at the place of their employment. Then too, agents often write individual cover on members of the group they service.

From every other point of view, the extension of group coverage to greater numbers is desirable. It is in keeping with the avowed purpose of American insurance, which is to benefit the greatest possible number of persons.

The extension of group insurance to every sizable enterprise in the country would be the best possible answer to those proponents of alien political phil-

sophies who maintain that the average individual cannot be provided security under a system of free enterprise. Installation of group contracts has headed off a great deal of labor unrest. A symbol of cooperation between capital and labor, group insurance has the approval of both labor unions and employers.

The agent who will vary his routine by soliciting some group cases will find it worthwhile. Employers are more ripe for this coverage than at any time since the end of the war and commissions are substantial. Then too, group provides a welcome diversion from the routine of individual sales for the agent. It gets him out, mixing with a greater number of people than he would ordinarily, executives and employees alike who also may become individual prospects for him.

Writing group will bring the individual agent satisfaction in forging a link in the security of his fellow Americans, in being afforded the opportunity of extending the benefits of insurance to so many people at one crack. As one who devoted a number of successful years to writing group put it, "Every agent knows the intense satisfaction of having provided security for the family of the individual on whom he writes life insurance. Multiply this by 50 or 100 or 1,000 times, according to the size of the group, and you have some idea of the satisfaction received from successfully closing a group case."

Sticking to a Job

It pays a young man entering the insurance business to connect with a reliable office or institution. He should feel satisfied in his own mind before he accepts a job that he has confidence in the head or heads of the organization. He wants to be connected with an office that is considered thoroughly reliable, one that is outstanding in the community and has the confidence of the people.

Then he should go to his task with the determination that he will succeed. It is necessary for him to work hard and intelligently. He must seize every opportunity to make himself of greater service. He should endeavor to gain the good will of those with whom he comes in contact.

It pays to stick to one institution if possible and thus build a relationship that is a happy and lasting one. Length

of service should mean much to an employee. The longer he stays, the greater the responsibility entrusted to him by his superiors. That does not mean that a man should not change. There come times when it is the right step to take. But as a general rule, a man who is fitting from place to place because he can get a few dollars more a month will soon wear himself out. Employers want people who know their minds, appreciate liberal treatment and who are willing to go up the rungs of the ladder on their merit. The rolling stone seldom gets anywhere in insurance or in any other position. Steadfastness and industry in employment are big factors that are worth while to both employer and employee.

We often see the effect of long time employment by the privileges that such employees receive. They are looked after

in case of sickness and deserve liberal salaries. In a number of cases they participate in the profits by way of a bonus. Such employees usually are granted a retirement allowance. One

who flits from post to post seldom receives many favors. This desire to change indicates instability in mind and that affects a man's business judgment very much.

Consequences of Juvenile Delinquency

There is something radically wrong with us today especially when astounding evidence is made of so many cases of juvenile delinquency manifesting itself in different phases. For instance, the committee on incendiary and arson of the National Board calls attention to the increase in incendiary fires due to young boys. If an investigation were made of the fire department record it would be found that this condition prevails in almost every locality. There is simply an impact of destruction found in the minds of youth. Street signs are broken. Windows in houses are broken. Property of various kinds is destroyed or damaged. When investigation is made it is found largely due not only to young boys but girls. The tendency to destroy is in the air. So far there has not been an answer made as to what should be done that seems effective.

The unusual conditions surrounding the war evidently had a deleterious effect on youthful minds. Seemingly there has not been an increase in incendiary fires for financial gain. The increase is due to the destructive tendency of young boys and girls. It is a situation most difficult to analyze and combat and to decide on remedies. Seemingly youths are no respecters as to kinds of property

as fires are started in various kinds of buildings. Another result of youthful delinquency is the large number of grass and rubbish fires that are started and are allowed to spread to property. Fire chiefs are using every possible precaution that they can. The policemen have been urged to be on the alert, the public has been warned to keep a careful watch to report any evidence of delinquency.

One section in Evanston, Ill., which became aroused over the various aspects of juvenile delinquency, organized a council composed of representatives of various institutions and organizations and a very excellent report was made and some conclusions reached. It so happens that an insurance man was chairman, E. B. Thurman, who is one of the Chicago general agents of New England Mutual Life.

The Evanston Public Library has gotten out an extensive bibliography on the subject showing what has been done and is being accomplished in other localities. The literature on the subject is quite extensive and so far as we are able to observe the Evanston Public Library has succeeded in presenting the most comprehensive and useful bibliography that has been published on this subject.

PERSONAL SIDE OF THE BUSINESS

Paul J. Woodcome, proprietor of the H. A. Hatch & Son agency, has been appointed Fitchburg, Mass., community chairman of the committee for economic development. Mr. Woodcome, who has been in insurance in Fitchburg for 37 years, is a former president of the Massachusetts Association of Insurance Agents and is now a trustee of the Insurance Library Association of Boston. He served as president of the Fitchburg Chamber of Commerce and is a director.

H. E. Hilton, assistant manager of the U. S. Chamber of Commerce insurance department, has gone on a month's vacation to his old home in Iowa. He drove out with his family, not expecting to return until after mid-August. He had some "overtime" vacation coming to him this year, in view of the fact that he was on the job continuously last year, during the interval between the retirement of Paul Hardisty as chamber insurance manager and A. L. Kirkpatrick's assumption of the duties of that position.

J. Whitney Richardson, Brooklyn branch manager of Royal, has retired after 55 years with the company. At a

luncheon tendered him in honor of his long service company executives and associates presented him with a fully equipped traveling bag. Mr. Richardson joined Royal in 1891 as office boy in the Brooklyn branch. In 1913 he was named manager of the Brooklyn office. In 1934 he also was named Brooklyn branch manager of Royal Indemnity. He was active in the New York Board, and served as vice-chairman of the insurance committee of Brooklyn Chamber of Commerce.

Commissioner Pearson of Indiana is back at his desk after a two weeks' vacation. Having just prior to his vacation period crossed the continent from coast to coast, Mr. Pearson decided that the ideal vacation would be to stay at home—which he did, except for four days at Dunes Park in northern Indiana.

DEATHS

William H. Roden, 55 secretary of America Fore, died after a short illness at his Malverne, L. I., home. A native of Winfield, L. I., he started with

THE NATIONAL UNDERWRITER

PUBLISHED EVERY THURSDAY



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DETROIT 26, MICH.—1015 Transportation Bldg., Tel. Randolph 3994. A. J. Edwards,

Resident Manager.
MINNEAPOLIS 2, MINN.—503 Northwestern Bank Bldg., Tel. Bridgeport 7838. R. W. Landstrom, Resident Manager.
KANSAS CITY 6, MO.—605 Columbia Bank Bldg., Tel. Victor 9157. William J. Gessing, Resident Manager.
NEW YORK 7, N. Y.—99 John St., Room 1102, Tel. Beekman 3-3958. Editorial Dept.—R. B. Mitchell, Eastern Editor; Kenneth O. Force,

Associate Editor. Business Dept.—Ralph E. Richman, Vice-Pres.; J. T. Curtin and W. J. Smyth, Resident Managers.
PHILADELPHIA 9, PA.—123 S. Broad Street, Room 1127, Tel. Pennypacker 3706. E. H. Fredrikson, Resident Manager.
SAN FRANCISCO 4, CAL.—507-8-9 Flatiron Bldg., Tel. EXbrook 3054. F. W. Bland, Pacific Coast Manager. Guy C. Macdonald, Pacific Coast Editor.

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America Fore in 1907, serving in various capacities until named employment manager. In 1944 he was elected a secretary of the group.

Frank J. Florack, 54, special agent of Home in Indiana, died at his home in Indianapolis after a brief illness. He was born in Buffalo, N. Y., and was a veteran of the first world war. He had been with Home 19 years, having been sent to Indiana about 15 years ago.

Fred H. Brum, 58, with the Humphrey & Vandervoort agency, Tonawanda, N. Y., for 40 years, died in a Buffalo hospital after a long illness.

Edward F. Connor, 64, local agent in Rome, N. Y., for 16 years, died there after a three-year illness.

Ralph F. Hirsch, 65, of the Hirsch & Hirsch agency, Columbus, O., died from a heart attack. He was formerly in the newspaper business.

Arthur A. Westergard, head of the Westergard Co. of Omaha, which was established in 1921, died last week.

Charles L. Dempster, who remained active in the local agency business at Lake City, Minn., until he was 90 years old, is dead there at the age of 93. He went to Lake City in 1882 and remained in the insurance business for 60 years.

Lloyd R. Smith, assistant treasurer of Pacific National Fire, died suddenly at Philadelphia. He joined Pacific National at its head office in San Francisco 18 years ago. Shortly after the eastern department of the company was established at Philadelphia in 1934, he was transferred to that city. Subsequently he was office manager, auditor and director of office personnel and general operations.

George J. Stevenson of Tarkio, Mo., died July 22. Mr. Stevenson has been an agent of Hartford Fire 49 years. Joseph S. Miller, special agent of Hartford Fire is a nephew of Mr. Stevenson.

Lewis with N. J. Rating Body

S. Gage Lewis has been appointed assistant general manager of the Fire Insurance Rating Organization of New Jersey, effective Sept. 1.

He has spent his entire business career with Springfield F. & M. and has represented that company as special agent in New Jersey for 14 years.

Motley A.I.U. Controller

Joseph P. Motley has been appointed controller in charge of office management of American International Underwriters. Before joining A.I.U. he was assistant to the controller of John Hancock Mutual Life. He was with Penn Mutual Life 1933-1942 as assistant personnel director.

N. Y. Agents Ask 15 Month Term Liability for Auto

Adoption of a 15-month term policy for automobile liability was urged upon the National Bureau of Casualty & Surety Underwriters by the conference and coordination committee of the New York Assn. of Local Agents at a meeting in Syracuse.

"Our committee urges that the bureau reconsider this question as quickly as possible, in order to give the fullest support to the bank and agent auto plan," the resolution reads. "This term privilege will aid local agents in protecting their premium income by permitting the writing of longer term policies so that the premiums therefore may be included in financed automobile contracts."

"Immediate action within 30 days is urgent, as new car production is constantly increasing in volume."

Two other resolutions were adopted by the committee supporting the idea that the present standard short rate table be immediately revised so as to remove the present inequalities and urging that prompt steps be taken toward expediting delivery of manual rate changes. At present a delay of three weeks has been experienced by many agents in New York state.

Attending the meeting were A. C. Deisseroth, Syracuse; R. M. L. Carson, Glens Falls; Albert Dodge, Buffalo; John C. Stott, Norwich; John C. Olson, Buffalo; Charles J. Schoen, Mt. Vernon; Joseph A. Nelmann, Jamaica; Fred J. Marshall, East Aurora; Roy A. Duffus, Rochester; and J. W. Rose, Buffalo.

Self-Insurers New Comp Rules

The self-insurance section of the workmen's compensation board of New York has made some new rulings.

Subsistence allowance paid to veterans in training by the government, it is ruled, does not constitute wages within the meaning of the workmen's compensation law and may not be used in determining compensation rate of such veterans.

It was also ruled to increase maximum compensation for permanent total disability or death due to silicosis and other dust diseases to \$7,500, the ruling applying for disablement or death on or after July 1.

It further rules that disease contracted by exposure to compressed air shall no longer have a 12 months limitation after July 1, and exposure to hazards of compressed air after that date shall be presumed, in absence of substantial evidence to the contrary, to be injurious.

Insurance Counsel Program Perfected for Annual Rally

The program has been completed for the annual meeting of the International Assn. of Insurance Counsel at Galen Hall, Wernersville, Pa., Sept. 4-6.

At the first session the afternoon of Sept. 4 a welcoming address will be given by Henry L. Snyder of Allentown, Pa., with response by E. A. Henry of Little Rock. The president will report and then V. J. Skutt of Mutual Benefit H. & A. and United Benefit Life and chairman of the American Bar Assn. insurance section will deliver an address, "Importance of and Development of Insurance Law and Practice."

That evening will be held the president's reception.

At the session the next morning Pat H. Eager of Jackson, Miss., will report as chairman of the governing committee; Secretary David I. McAlister and Treasurer Robert M. Noll will be heard from.

Paul C. Sprinkle of Kansas City is the scheduled speaker on "The Home Office and Trial Attorney."

That afternoon there will be several forums.

At the aviation forum Stanley C. Morris of Charleston, W. Va., will preside and the speakers will be F. A. Betts, Los Angeles, on "The Trial of Aviation Accident Cases," Hayes Dever, Washington, "Aviation Insurance from the Buyers' Standpoint," Charles S. Rhyne, Washington, who will review recent aviation decisions.

Then there will be a forum under the auspices of the practices and procedures committee, the speakers being David J. Kadyk, Chicago, "Declaratory Judgments in Insurance Cases"; W. E. Knepper, Columbus, "Recovery Over" and C. W. Heyl, Peoria, "Third Party Practice in Federal Court."

There will be a cocktail party and banquet that evening.

At the final session the morning of Sept. 6 the speakers are L. J. Carey, Detroit, "Sleep As a Defense," and H. W. Colmery, president Pioneer National Life, Topeka, "The Need for a Public Conscience."

OPA Allows Increases to Cover Employee Insurance Costs to Certain Firms

WASHINGTON — A resuscitated OPA has authorized industries engaged in construction services and sales of installed building materials, to add to ceiling prices of such services and equipment, the dollar-and-cent amount of compensation paid by employers for employee insurance and pension benefits. The provision became effective July 26, but does not affect prices of services and installations indicated that are established under orders of OPA area officials.

OPA said that automatic increases of the amount of approved increases of labor costs had heretofore been authorized by OPA for the industry concerned.

"These increased labor costs were defined to include additional payments for federal old age benefits, unemployment compensation taxes, workmen's compensation or public liability insurance," said OPA. "This provision now has been extended to include payments to employees for insurance and pension benefits, where such payments are found to lie in a reasonable amount by the wage stabilization or wage adjustment boards."

Declare Northern Dividend

Northern has declared a dividend of \$1.50 per share and an extra dividend of \$.50 a share payable Aug. 16 to stockholders of record Aug. 5.



REST Assured

Yes! A man can rest assured when his policies are in Pacific National, a company that's known coast to coast for its

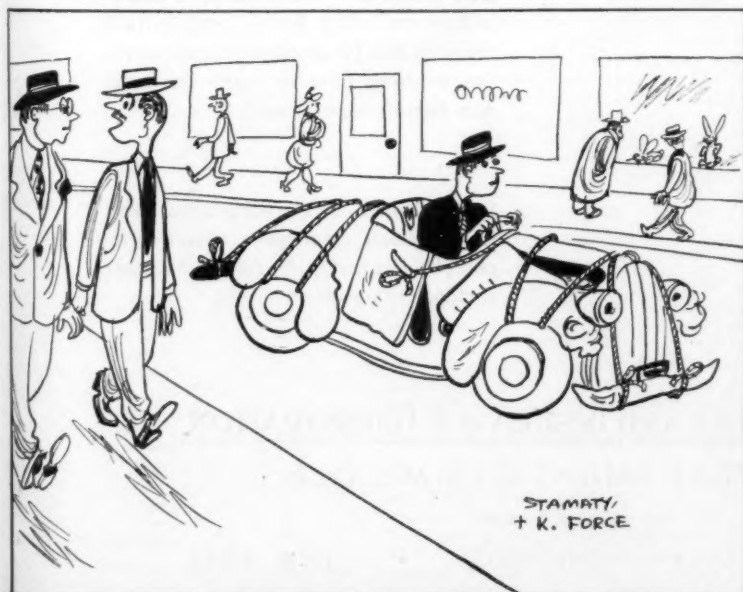
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- Conservative management
- Progressive outlook
- Friendliness
- Prompt, fair loss adjustments
- Helpful service to agents

Agents in leading communities



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EASTERN DEPARTMENT • PHILADELPHIA
OFFICES IN PRINCIPAL CITIES
COAST TO COAST



"HIS INSURANCE AND THOSE ROPES ARE THE ONLY THINGS THAT KEEP HIM DRIVING."

Close Selection of Auto Risks Is Agent's Headache

Local agents, already plagued with detail work, say that their routine these days has become even more intolerable because of the underwriting exactions that are being imposed by insurers in the automobile field. Practically every company is attempting to keep its losses in the automobile account to a minimum but each is approaching the task in a somewhat different way. Each company has formulated its own rules that apply particularly in writing collision insurance. Some will write high deductibles for cars of more ancient vintage, some will not insure such cars under any circumstances, others require the completion of a questionnaire as to the condition of the car. This latter requirement is proving particularly irksome to the agent as it means going out and making an inspection and conducting an interview. Frequently a company will accept a risk and then shortly after ask to be let off.

While the automobile line is the one these days that is being most exactly underwritten, agents also say that in all lines the companies are selective and that this multiplies office work.

Ohio Local Board Delegates Confer with State Trustees

Delegates from 22 Ohio boards attended a conference at Granville, O., with the trustees of the Ohio Assn. of Insurance Agents. Paul R. Gingham, Columbus, general counsel; Wallace Rodgers, New York, N.A.I.A. assistant secretary; E. R. Hunsicker, Akron, president of the Insurance Board of Summit County, and Theodore M. Cray, Columbus, secretary of the state association, spoke.

Leeds Bronson, Hamilton, president of the Ohio association, said the conference was most satisfactory and that the democracy of carrying issues to the representatives of local boards that they might counsel with the board of trustees is a wholesome policy. A plan of periodic news releases, to be issued through local boards with a local angle rather than a state or national angle, was developed. Exhibits showed the wisdom of this policy as illustrated by newspaper coverage on the automobile rate increase prepared by Secretary Gray and sent to local board secretaries.

Plans for participation in Fire Prevention Week program were discussed, with the recommendation that fire prevention education be made a year-round program. Mr. Rogers said Ohio is effectively organized. He quoted a survey which showed that Ohio cities have a high coverage of membership in local, state and national affiliation.

Kline New Fire Assn. Auto Head at Chicago

J. R. Kline has been named to succeed R. E. Dixon as superintendent of the automobile department at Chicago for Fire Association.

Mr. Kline joined Fire Association in 1940 in the automobile loss department following six years experience in the automobile business as a service manager. He worked from Philadelphia as a loss adjuster, and then took a home office course to become a special agent.

He was in the navy during the war and after his discharge took the home office refresher course and was then transferred to the western department at Chicago in June to assist Mr. Dixon, whom he succeeds.

Pech Agency in Own Building

Jerry Pech, Chicago insurance agent, real estate broker and also interested in financing, is moving Aug. 1 to a new

building which he has constructed at 2816 West 55th street. This contains a private law office for Mr. Pech and space for the office force. The building is of Indiana limestone, employing glass brick and fluorescent lighting. Mr. Pech in the future will employ only veterans of the last war, of which he also is a veteran. He is service officer of Glendale Post No. 805 American Legion, and vice-president Southwest Lions Club.

Plan St. Louis Educational Chief

ST. LOUIS—The Insurance Board of St. Louis is considering the employment

of a full time educational director to co-ordinate its various educational activities in cooperation with the Insurance Council of St. Louis and the field men.

B. G. Gregory, manager of the board and executive secretary of the Missouri Assn. of Insurance Agents; F. R. Peterson, F. D. Hirschberg & Co., Paul Robyn, Jr., representing the Insurance Brokers Assn. of St. Louis, and Ben Finkle of the Associated Fire Insurance Agents & Brokers of St. Louis conferred in Jefferson City with Superintendent Jackson on his plans for regulating the issuance of licenses to brokers, so as

to prevent persons not entitled to such licenses from getting them.

Freese Joins Illinois Agency

Donald M. Freese has been released from naval service and has joined the Freese & Jefferson agency of Bloomington, Ill., which was founded by his grandfather, Willis A. Freese. Ralph S. Freese, his father, was president until his death two years ago.

Donald after graduation from midshipman school served in the Pacific on an amphibious attack transport. He has just completed training in the Travelers' five-week home office school.



2 months ago

Now

Those Tattle Tale TABS!

"About two months ago, these tabs showed that only about ten per cent of my Central Surety Automobile Liability policyholders had

MEDICAL PAYMENTS Coverage

"I made a drive to change that. The results surprised me. Now, about fifty per cent of my file cards have the tabs on them. And I've built more good will than I thought such a simple activity could produce.

"My policyholders are genuinely grateful for getting so much protection at so little cost. And calls about other policies have multiplied through this Medical Payments work. I'm working now to make the tabs one hundred per cent."

Selling Central Surety Automobile Medical Payments coverage is a service to policyholders that brings far-reaching advantages to agents.



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Kenneth Spencer, Casualty Leader, Dies at Age 58

**Was Named Royal,
Eagle, Globe President
Only Last June**

Kenneth Spencer, only recently named president of Eagle, Globe & Royal Indemnity companies, died July 26 after an illness of several weeks. He was 58 years old. He is survived by two daughters, Mrs. Robert Boone and Miss Mary Lavinia Spencer, both of Montclair, N. J., where Mr. Spencer had his home. Mrs. Spencer died April 13.

A private funeral was held at his home July 27 and memorial services were held Tuesday at St. Paul's Chapel, New York City.

Mr. Spencer was one of the outstanding casualty company executives of the country and had been in the business for 35 years.

He was born in Marshall, Mo., May 26, 1888, and received his early education in the grade and high schools there, of which his father was superintendent. In 1902 the family moved to St. Louis and he entered the University of Missouri at the age of 16. Upon graduating in 1908, he joined the "Globe-Democrat" as a reporter and later was with the St. Louis "Star," where he wrote a daily column. While with the "Star" he became interested in insurance and began to study it.

Career Under Reid

A. Duncan Reid, then executive superintendent of Ocean Accident, employed Mr. Spencer as special agent in Illinois in 1911, with headquarters at Chicago. There he was under Joseph E. Callender, then manager, and one of the best casualty men in the west.

Mr. Spencer was so successful in appointing agents and making successful producers of them that the following year Mr. Reid, who had left Ocean to organize Globe Indemnity, took him into the new company. From Chicago, Mr. Spencer traveled for three years appointing agents for Globe in the west. Then he became assistant Pacific Coast manager under David Duncan.

Became President of Globe

From 1920 to 1925 Mr. Spencer was Pacific Coast manager for Norwich Union Indemnity and Phoenix Indemnity, resigning to return to Globe as assistant secretary at the home office. In 1928 he was named vice-president. In 1936 he became secretary and a director, and when Mr. Reid retired in 1939, he became president.

On Jan. 1, 1944, Mr. Spencer was named executive director of Royal, Eagle and Globe when Frank J. O'Neill retired as president of the first two companies. In June of this year he became president of the three companies.

Loss to the Business

His death removes one of the strong figures in the casualty business at the beginning of what his associates believe would have been the period of richest



Kenneth Spencer

Six Months Traffic Accident Record Shows 40% Increase

A traffic toll of 15,750 killed and 540,000 injured in the first six months is reported by the National Safety Council. This is 40% greater than the same period last year, when wartime restrictions prevailed.

The traffic death rate for June was 2,510—27% higher than a year ago.

Despite these increases, the council declares the traffic accident picture is more encouraging than at any time since V-J day, noting that in the first four months traffic deaths were about equal to the all-time high of 1941. But in May the toll took a dip of 21% below May of 1941, and stayed down with a 19% drop in June from the 1941 level. As a result, the six-month rate for 1946 was 8% below the same period of 1941.

The 27% increase in traffic deaths this June over June of last year wasn't nearly as great as the increase over 1945 in the earlier months of this year. The President's Highway Safety Conference and other special safety activities have aroused the people to traffic danger, the council said.

The June rate is based on reports from 42 states. Nine reported decreases, two had no change and 31 showed increases as compared with June, 1945. For the six-month period, no state showed an improvement over 1945.

Reports of cities for June showed a decrease of 15% in deaths from June, 1945. This was the first month of 1946 in which the city deaths were less. It further substantiates the conclusion that the increase in traffic deaths in 1946 is occurring in rural areas.

contribution to the business. He was a man who took a broad view of insurance and its responsibility to the public and its own members. He understood the casualty business perhaps as thoroughly as any man in it. The loss of his influence in the years ahead will be appreciable.

Mr. Spencer received an unusually thorough training in the casualty field. He came up under A. Duncan Reid, a brilliant executive. Mr. Reid started and was several terms president of the Association of Casualty & Surety Executives. He took an active part in the affairs of the National Bureau. Working as closely as he did in those years with Mr. Reid, Mr. Spencer acquired an experience in group work which culminated in his own presidency of the association.

He made a good committeeman. He was a fine speaker and could think and talk on his feet. He was good at debate and liked the interplay of men's minds as they worked out problems in committee. He liked people and liked to talk with them. At times he expressed a certain uneasiness that he talked too much, particularly at first meeting.

Insisted on Exact Meaning

Another talent that contributed to his ability as a committeeman as well as an executive was his facility for writing. He was a clear thinker, and his newspaper experience taught him to put ideas into words. But he insisted on getting his meaning down correctly. Often he took notes or papers home and wrote out the manuscript by hand in heavy black pencil on yellow legal sized foolscap.

He read widely and had a catholic taste for everything that was good. The habit of reading "in detail" and getting the meaning out of what he read contributed to his knowledge and understanding of the business, of which he was a deep and constant student.

As an executive his methods con-

(CONTINUED ON PAGE 10)

Breidenbaugh Nat'l A. & H. Association Executive Sec'y

O. J. Breidenbaugh, who has had charge of the accident and health courses at Purdue University since the death of Mansur B. Oakes, has been named executive secretary of the National Association of Accident & Health Underwriters. He will continue his work at Purdue for the present year at least.



O. J. Breidenbaugh

who has served as acting executive secretary for the past year and a half, to help get the organization on its feet, felt that he could no longer take the time from his own business to handle the National association work, and submitted his resignation at the Denver convention, to take effect not later than Aug. 1. The national headquarters will be moved from Milwaukee to Indianapolis.

New Secretary's Career

Mr. Breidenbaugh was born on a farm in southern Indiana, received his A.B. from Indiana university in 1932 and an M.S. from Butler university in 1939. His fundamental college training was in research and practical application of psychological and sociological principles. For seven years he was director of research and psychologist in Indiana's institution for delinquent boys. He served on the faculty at Butler university for two years.

After being rejected for army service, he went into a war industry and worked up to a position of top management in a plant that specialized in the manufacture of precision gauges and tools, in charge of all personnel work and procurement.

Became Oakes' Assistant

At the end of the war he again turned to educational work and became assistant to Mr. Oakes in the Purdue course. He also worked with Mr. Oakes in the Taylor Publishing Co. After Mr. Oakes' death the full responsibility of the Purdue classes and the supervision of the accident and health course by correspondence fell to Mr. Breidenbaugh. His work in that capacity was given strong endorsement by a resolution adopted by the executive board of the National association at Denver.

Mich. Ban on Franchise, Wholesale Plans Withdrawn

LANSING, MICH.—The Michigan department has withdrawn its ruling of several months ago prohibiting the further issuance in this state of so-called "franchise" or "wholesale" health and accident insurance inasmuch as the N.A.I.C. at its June annual meeting adopted a new uniform franchise definition which, it is anticipated, will be embodied in the Michigan law by the 1947 legislature. Commissioner Forbes in a bulletin to insurers, asks that if any franchise business is reinstated or new business developed before the anticipated amendment of the law, provisions of any plan put into effect be made to conform with the commissioners' uniform definition, in order to obviate necessity for making changes after the state has formally incorporated that definition into its code.

Railroad A. & H. Line Hard Hit by Federal Law

**Passage of Crosser Bill
Expected to Eliminate 80%
of That Coverage**

WASHINGTON — The broadened railroad retirement act, known as the Crosser bill, which in itself will have very serious effect on insurance, in addition to providing an opening wedge for other legislation of similar character, has passed both houses of Congress and gone to the President. The heavy payroll tax which it imposes on railroad workers, to provide disability insurance benefits, means the virtual elimination of the special railroad accident and health departments maintained by a number of companies, which have contracts with the railroads and write the business on a payroll basis. Representatives of those departments say that the passage of this bill will mean that probably 80% of their policyholders will no longer be able to carry that insurance, over and above that provided under the new law.

Insurance Amendments Defeated

The Senate passed the bill with amendments which the House promptly accepted, thus routing the bill to the White House without sending it to a joint conference committee, which was what insurance people had hoped for.

The principal Senate amendment eliminated from provisions of the bill freight forwarding companies, railroad-connected trucking concerns, warehousing outfits, etc., servicing the railroads. This wiped out some objections of industrial interests opposing the bill because of inclusion of employees of their industries under its terms.

However, amendments designed to eliminate provisions for disability benefits to railroad employees for non-occupational injury or disease were not adopted. Such amendments, together with reduction of benefits to make them correspond with those under the social security law, had been the aim of insurance representatives.

Fight Started Too Late

While there has been much activity in opposition to the bill the last week or so, it came too late. Insurance men apparently were not awake to its importance to them. The bill was introduced 18 months ago. Believing it would not pass, apparently, the industry took little or no public part in the silent battle over the bill until it was suddenly passed by the House not long ago. Meanwhile, administration leaders and the railroad labor brotherhoods backing the bill "lay low" until the session of Congress reached its last days. Then Senator Barkley, majority leader, told the Senate that important amendments would result in killing the bill by sending it to conference.

Insurance observers could do little but sit in the gallery and watch the administration and brotherhoods make their "killing" in securing passage of the bill without vital amendments. They fear the result of the bill is going to be to encourage other groups to seek legislation for increased benefits, etc., regardless of the general provisions of the social security law, thus increasing taxes on employers and creating discriminations in the labor world, as well as between employer groups.

Striving with every facility for the opportunity to serve risks properly, through agents and brokers exclusively.

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AVIATION CHALLENGE

Finance Company Air Move May Awaken Agents

Aviation insurance men say that inclusion of aviation insurance in the airplane installment purchase plan of Universal C.I.T. Credit Corp. may do more good than harm if it wakes up local banks and agents to the need for concerted action in beating the finance companies to this business.

The aviation insurance people are not worried that the credit company's coverage is so much cheaper than that offered by commercial insurers and say that where there are differences it is only a matter of a few cents. Neither are they alarmed that the finance company coverage is more comprehensive. As a matter of fact, they say it is erroneously called "all risk" because it fails to provide passenger liability. What does alarm them is that this is an indication that at least one large finance company is ready to enter the aviation field in earnest where up until now finance companies have, as one executive put it, "only been playing around the fringes".

The aviation insurance people are hoping that this move will bring all banks around to cooperating with agents in financing and writing insurance on new aircraft. They point out that back in 1939 bank executives began to bluster in speeches about how they were going to get right into the airplane financing field. The gist of their remarks was that this was one time that the finance companies would not get the jump on them as they did in the case of automobiles and home and farm appliances. Some banks have carried out their threats and are aggressively pushing airplane financing in connection with their consumer credit departments. Many more of them, however, have been sitting back on their haunches and doing nothing except to wait for the great day when airplanes are produced in volume. It is pointed out that this is the eve of that day and if finance companies get into the game strong at its inception, it will be difficult to dislodge them later.

Applies to Laggard Agent

The same thing applies to laggard agents. Many an agent, who has batted his head furiously against finance companies entrenched with automobile dealers in his locality, fails to realize that by aggressively tying in with his local bank he can make sure that a few years hence he will have the local aviation insurance market pretty well under his control.

Finance companies have as yet not got too much of a start in financing and handling the insurance on new airplanes. Estimates vary, but it appears that finance companies handle no more than 35 or 40% of airplanes financed. Their stronghold lies in the light and inexpensive type of plane where the large premiums do not lie, but it is pointed out that this is a dangerous potential, because it is in this class of plane that mass production will make itself felt the strongest.

Willingness of banks to undertake financing planes in cooperation with insurance agents varies a great deal from locality to locality. In the main, smaller banks in predominately rural regions are almost universally interested in financing airplanes of all sizes. The larger banks in the larger cities quite often turn up their nose at this business. Explanation is that the volume of finance business connected with the sale of airplanes is still so small that larger institutions feel it is not worth bothering with while smaller banks welcome it.

Insurance agents and brokers in the Chicago area, for instance, report great difficulty in getting banks to finance new small planes. So serious has the situation become in this area where sales are comparatively heavy that one agent found he was forced to go into the finance business himself in order to

service his insurance customers. He reports, as do many other agents, that his clients far prefer having the transaction handled by a bank than by a finance company and that they were willing to pay extra for this privilege.

Aviation people say that the major responsibility for combating this latest finance company drive lies with the agent. Just as in the bank and agent auto plan, in a great many communities it is the insurance agent who has to take the initiative in waking up the bank to the opportunities offered by this business. While there appear to be an increasing number of banks who are setting up consumer lending departments and are soliciting finance business with a vigor to match that of the finance companies, there are still a number of banks which cannot get used to the idea that their purpose is to sell money and in a manner which will benefit the community rather than just act as a custodian of funds.

There are at present so few prospective purchasers of airplanes in a given locality, that the insurance agent can easily find out who they are. Finance companies have fairly well circulated among airplane dealers, so that it is important that the insurance agent get to the client before he gets sold a bill of goods by the dealer which includes finance company money.

Banks Have an Advantage

Aviation people point out that the finance companies have nothing that the bank and agents do not have if they will work rapidly together. Most finance companies are financing planes at 5%. Many banks are matching this, some going as low as 4% and some as high as 6%. They say that the insurance agent has a powerful weapon in the general impression of the public that finance companies are a little "sharp". They say their experience has proved that, where the choice is explained, few individuals would prefer dealing with a finance company to a bank and an insurance agent.

The C.I.T. move is said to be the first of its kind by a finance company. Financing by these companies has been insured in some cases through agents, in other cases through contract with an insurer separate in identity from the finance company. In most cases the finance companies like banks haven't displayed much interest in insurance coverages or where and how they are handled.

Self-Insurers Form National Association

Self-insured groups in New York, Pennsylvania, New Jersey, Maryland, California, Utah, and Idaho have formed the National Council of State Self-Insurers Assn., and named Cyrus F. Smythe of New York as president.

The new council has declared its purpose to be to provide more concerted representation for self-insurer associations at the national conventions of the International Association of Industrial Accident, Boards & Commissions, and to take provinciality out of state associations.

Each state association will continue to function as before, doing the bulk of the work in its own state, but the national council will coordinate their efforts.

Chicago Casualty Managers

The Casualty Managers Assn. held an informal outing at Chicago's Olympia Fields Country Club July 30, with the Illinois insurance director and key department heads as guests. Golf was the keynote of the day, followed by a dinner.

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Residence Theft Rates Going Up

Separation of Premises and Off Premises Cover Likely Countrywide

NEW YORK—Residence burglary rate increases are being filed with the insurance department for New York state. Separation of premises and off premises coverage is proposed for the entire state, and not just for New York City, where it was introduced some months ago.

Rate revisions for other states are being readied and will be filed and placed into effect as soon as possible. The companies are in real need of additional premiums on the line. Separation in the rest of the country is likely. Purpose of this is to get a premium on the outside exposure where the losses have been almost as great as on premises, though no premium has been charged for it.

Can Tell Where Losses Fall

With a premium charged and shown for both inside and outside exposures, experience will be tabulated for both and the companies will be able to tell where the losses are falling. They can then judge where to put the increase or decrease in rates. Also, with this breakdown companies can justify rate changes as needed, an important consideration when more and more states are setting up rate control. Under separation premises rates may be reduced if experience has been good. But the charge for outside exposure is likely to bring an increase in most territories and a substantial increase in some.

One point under the present setup the underwriters have been studying is the ability of a customer to buy \$1,000 of item B property on premises cover and get free \$1,000 outside on all property. This may be changed.

Future of Policy

Some underwriters are seriously worried over what is going to happen to the residence theft policy. It was well designed and cheaply priced for mass distribution. It has been popular. It gave burglary departments a tool with which they could build volume and show departmental growth. It was the type of coverage that stayed on the books, because it consisted of a large number of small individual policies. Agents liked it because they could go out and sell it. Practically every householder was a prospect.

Face Big Selling Job

With increased rates an absolute necessity, burglary underwriters fear the coverage will not have favorable enough a differential as compared with the personal property floater. If the business actually shifts to the personal property floater, companies and agents will not lose anything in the process. However, as the price of the residence burglary policy goes up, it may be difficult to transfer all such insured to the personal property floater. The higher rates may force some insured to drop this type of protection. Whether it is an advantage to insured to change from residence burglary to the personal property floater, or whether he will want to drop the residence theft type of protection altogether, will depend to a considerable extent on the energy of agents and companies. Observers believe that a definite selling job faces the industry.

Jeffrey F. Morgan of the Douglas Aircraft Co., Santa Monica, Cal., gave the Casualty Insurance Adjusters Association of Southern California, at a meeting in Los Angeles, a graphic picture of what he foresees for post-war aviation.

"Comp" Case Involving Injury Off the Job Filed with Supreme Court

WASHINGTON—A workmen's compensation case covering injury en route home from work has been petitioned for certiorari with the Supreme court.

In the petition, Frank A. Cardillo, deputy commissioner U. S. Employees Compensation Commission vs. Liberty Mutual, E. C. Ernst, Inc., and Virginia C. Ticer, the solicitor general asks certiorari for a review of U. S. court of appeals in the District of Columbia,

contending that the question involved is one of substantial importance in the field of workmen's compensation.

The petition says Ernst, the employer, and Liberty Mutual sued to set aside an order under the District of Columbia workmen's compensation law awarded compensation to the claimant, Virginia Ticer, wife of C. H. Ticer an employee of Ernst who died as a result of an automobile accident in Virginia on his way home from work.

Liberty Mutual contended that the Virginia compensation law applied and that Mrs. Ticer was not a dependent widow within the meaning of the long-

shoremen's and harborworkers' act and that Ticer's injury did not arise out of or in course of employment. The award by Cardillo of death benefits and funeral expenses were challenged by the company in that Cardillo had no jurisdiction. The decision was reversed by the appellate court, the majority holding the injury did not arise out of and in course of employment, since employer's control over Ticer's acts and movement entered with the close of the day at work at Quantico, Va.

The government contends that under agreement between the electrical workers union and Ernst it was provided

"Unforeseen events . . . need not change and shape the course of man's affairs"



Another milestone in the Maryland's national safe-driving promotion. Another measure of good will for each Maryland agent and broker.

FRIEND OR FOE?

When you're riding along at a reasonable rate of speed—he's your friend.

But if you're speeding—or driving recklessly—he's an even better friend.

Yes, handing you a speeding ticket may be the most friendly act in the world. It may save your life—or the lives of others. Death could be waiting . . . a few miles ahead.

Motor police, guardians of the highway, have a big job to do. A grimly serious job. They have

seen too many accidents . . . too many people injured . . . too many needless tragedies.

These men need *your* cooperation. Help reduce the appalling accident rate. Obey the laws of the road. Drive carefully at all times. The wheel of your car is a wheel of chance. Handle it with care.

The wise motorist carries adequate liability insurance. It may be obtained from any Maryland agent or through your broker. Maryland Casualty Company, Baltimore 3, Maryland.

THE MARYLAND

MARYLAND ADVERTISEMENTS APPEAR REGULARLY IN TIME-NEWSWEEK-U. S. NEWS

that for work outside the district transportation and necessary expense were to be furnished by the employer and that Ticer received \$2 per day travel expense. The appellate court held that this transportation payment was under a separate contract rather than covering original employment.

Public Responsible for Auto Rates

In a speech carried over three major radio stations, J. P. Gibbs, Texas casualty commissioner, told Texans that automobile insurance rates have reached alarming proportions and that the public itself is responsible for these rates. He said that high accident frequency and the high cost of repairs necessitated increases which cost the insuring public more than \$6 million. Despite these increases, he said a number of companies have ceased writing insurance in the state and that the solution is not further rate increases, but a reduction of accidents.

He called upon the rest of the state to follow the example of Dallas, which through a strong traffic safety program has won national and state recognition

for safety and lowered its auto liability rate from \$34 in 1939 to \$23 at present. He said the rate today in Dallas is \$3 lower on bodily injury than in Austin, Waco and Galveston, and \$4 lower than in Houston.

Swingle Named Manager of Chicago Safety Bureau

Harry W. Swingle has been appointed casualty division manager of the National Bureau of Safety & Inspection, Chicago, to direct the accident prevention program for all types of industry and promote safety programs using modern procedures developed in the war.

He was one of the first to be accepted by the sixth service command of the army, and was largely responsible for promoting and developing the plan and procedure for the industrial safety program. The



H. W. Swingle

command developed one of the lowest accident frequency rates. Mr. Swingle was also instrumental in developing the prisoner of war safety program.

Mr. Swingle is well known in the field of accident prevention, having had 23 years' experience with leading insurance

carriers in the midwestern states. His experience includes conducting training activities for the basic development of inspectors and safety engineers, as well as inspecting, industrial hygiene, safety promotion, and miscellaneous lines of coverage, including claim investigation.

No Magic Formula for Group A. & H. Prospecting

With the increased interest of employers in group A. & H. reflected in sales, group supervisors report that many agents with no previous group experience are asking advice on how to prospect for group. Some of these agents are seeking a magic formula by which they can track down employers who are panting for the coverage. The answer they receive is that group prospecting like individual prospecting offers no magic formula, but requires initiative, ingenuity and plenty of persistence and hard work on the part of the agent.

The average successful group salesman, like the successful salesman of individual policies, probably began his career selling to those most immediate in the circle of his acquaintances. Almost everyone has a relative or friend connected with some sort of firm which employs a considerable number and is a good group prospect. Knowing a man working in this firm does not necessarily provide an in, but it should provide an insight into the workings of the firm. The agent can learn the right man to go to to deliver his solicitation. He will not make the too frequent mistake of spending hours soliciting a vice-president and then learning that the only man in the firm who makes such decisions is the president.

The most fertile source of group contacts is in the agent's home community where there are usually industries which would bear checking. The fact that the agent hails from this community gives him a head start over anyone else who might solicit this business. Many group men report that in smaller towns and outlying suburban areas there are a number of executives who have never been approached with the idea of group insurance.

Interviews Yield Tips

Group interviews, whether they are productive of business or not, often yield tips as to other industries which make good prospects. Usually the individual enterprise is tied up with several other plants. Many times the executives to whom the agent talks are more than willing to provide an introduction to the right man at another plant.

The cold canvass is not a stranger to group insurance. There are many successful agents who operate to a large extent from the phone book or the red book, concentrating largely upon those industries which are very seldom in the public eye and are less likely to have been canvassed by other group agents. It is pointed out, of course, that even in soliciting these firms cold, the agent should have picked up enough information about the firm to know its characteristics.

Should Size Up Prospect

Naturally one of the big dangers in group prospecting as in individual prospecting is that the agent will waste time on a company which is a very poor prospect by its nature. He should learn in advance whether the company has the minimum number of employees upon which he is allowed to write group in his state. He should also determine if the company has an earning record which would enable it to afford paying group premiums. He should be well apprised of any type of employee benefits which already have been installed in the particular plant. He should determine how great the need for cover is

on the part of the employees, because it is often quite as hard to win over employees to a plan as it is to win over the employer.

The agent should have a good working knowledge of the plan he presents. Some agents are inclined to show too great a dependence upon the company group representative who can be called in to help clinch a deal or clear up technical points. There is nothing wrong with this practice and each agent cannot be expected to be the professional at this field that the company man is, but if he is not sufficiently conversant with the coverage to attract the employer's interest, he cannot create the opening for the company representative.

Barsantee News Head of Travelers

Travelers news from now on is going to be under the immediate supervision of Harry Barsantee, who went with Travelers from the National Safety



HARRY BARSANTEE

Council at Chicago about 11 years ago. He got out effective safety material for Travelers before the war. He took leave in 1942, to become a captain in the air corps and there helped promote safety with some of the same methods that he had used at Travelers and at the safety council.

He will continue to do safety as well as news work and he'll have the assistance of two young men, both of whom were majors in the army. Both have taken the Travelers agents' training courses, covering all lines of insurance. And Mr. Barsantee can still order the majors around, as he got to be a lieutenant colonel.

Two New Assistants

One of these is Jack Tierney. He had newspaper experience before he went into the army and spent five years there doing public relations work. The other is Walter M. Harrison, Jr., whose father for many years was editor of the "Daily Oklahoman" of Oklahoma City. He had both newspaper and broadcasting experience before he went into the army and did public relations work there. He is a graduate of the Columbia School of Journalism.

In the field
of third party liability,
years may elapse before the final
determination of damages in court.
Suits for large amounts are particularly
susceptible to the law's delay. The demands
of the future should always be adequately
estimated in the loss reserves of an insurance company.
GENERAL ACCIDENT'S and POTOMAC'S
adequate loss reserves and generous
voluntary reserves guarantee the performance
of future obligations.

Ask the agents who represent these companies



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Kenneth Spencer Dies at Age 58

(CONTINUED FROM PAGE 15)

trasted with those of Mr. Reid. The latter was a distinct individualist. When Mr. Spencer became president of Globe, he delegated responsibility to others and relied on team work and organization to produce results. He was a fine administrator. His constant effort was to bring out other men. He knew the capabilities of his assistants, and he wanted to see them grow and develop.

It has been a tradition in the Royal-Liverpool group and not just alone among the three casualty companies that each company is competitive with the others. When Mr. Spencer became head of the casualty companies, he wanted each to have its own president in order that each company and its executives would develop individually. His job, he believed, was to maintain the spirit of alertness and competition but to take the sting out of clashes and bring divergent views into common focus. This ability he carried into committee work.

Intellectually Honest

He was not only an intellectual. He was intellectually honest. Agents, associates and competitors respected him. In a business transaction it was said of him by agents that "you could absolutely believe everything he had to say." There was no shading for personal or company advantage.

The easiest thing in the insurance business is to say "no" and always be safe and sure. But Mr. Spencer had the courage to overrule other men in his own organization, or to argue with competitors in committee, if he believed, as he often did, that it was wiser and better to say "yes."

He was not subject to panic. Where

his company took severe punishment on a risk, he was still able to judge the long time course of the insurance and assign the proper weight to insured, agent and his own company's capacity in continuing on the risk.

Impression of Greatness

Mr. Spencer has been described as one of the great men of the business, and he left the impression of greatness with those who met him. Perhaps this was because of his personal magnetism, the straightforward way in which he looked people in the eye and the quick, straight way in which he talked and acted. He was a real student, not only of insurance, but his interest extended to such a great miscellany of fields that he was constantly amazing his companions, though it was never his intent to use his knowledge for purposes of show. He has been described as a kind of walking encyclopedia and it was not uncommon in his home for members of the family to engage in intellectual discussions so exacting, that their Bible, the Encyclopedia Britannica, would be hauled down from the shelves to be consulted.

One of the outstanding impressions he left with fellow-workers was that of his mastery of the English language. His letters were masterpieces of thought and construction and his speech was the equal of his letters.

Excellent Salesman

He was always an excellent salesman, particularly of his company and the wares it had to sell. He was indefatigable, a dynamo of energy with tremendous stamina and capacity for work. He never wasted time, just the way he walked down the street was an index of that. His ordinary walking gait was a half run for the average man and he plunged from problem to problem during the day with equal speed.

Mr. Spencer was of the new generation of insurance company presidents, in other words he could never have been accused of being a stuffed shirt. He was readily accessible to all those in his organization at all times instead of ordering his subordinates into his presence over matters he would often walk over to their offices instead to save them the trouble. He was a strong leader with a firm hand on the reins, but he was very fair. He was the enemy of ostentation and of the big shot attitude and so human that he was not merely the boss, but a friend of many down through the ranks of the companies. Up until the time his duties kept him more at his desk, it was his boast that he knew every person everywhere who worked for Globe Indemnity.

Mr. Spencer had a fine family life. He and his wife were married when both were young. She died this spring and it is considered likely that he contracted paratyphoid, from a virulent form of which he died, when he took her ashes to St. Louis. The disease is contagious, and that was the reason for the private funeral. Memorial services were held Tuesday at St. Paul's Chapel. The Royal-Liverpool offices were closed for the day.

Mo. Responsibility Law Signed

Governor Donnelly has signed the new Missouri financial responsibility bill. The bill, while not as drastic as those in a number of other states, is the first of its kind ever enacted in Missouri.

Oliver to American Casualty

American Casualty has appointed J. Mitchell Oliver, field representative for Alabama, working out of the Atlanta office under the supervision of C. G. Stanford.

Mr. Oliver started with the U.S.F.&G. in 1926 in Birmingham. From 1929 to 1936 he was with the claim department and subsequently became district supervisor. More recently, he has been casualty and bond underwriter and was superintendent of the casualty department in Birmingham from February, 1945, to January, 1946.



This Steam Turbine Is Making Opportunities for You

It isn't that every agent can find a customer for insurance on a utility's large steam turbine. There aren't enough of these big machines to go around. But there are enough of them to furnish the "juice" for driving the motors of countless manufacturing plants—and where there are motors there are sales opportunities for alert agents.

Production, all over the nation, appears to be headed upward during the second half of 1946. But whether the manufacturing concern is buying electricity or making its own power, its output will depend on the same motors—or on the same boilers, engines and generators—that were used hard during the war. This equipment requires inspections of the kind made by Hartford Steam Boiler.

No broad technical knowledge is required of you to write boiler and machinery insurance. Agents have found that the Hartford Steam Boiler's Special Agent provides this. He can and does work directly with agents in getting risks on their books and in servicing them afterward.

Have you ever analyzed the potential boiler and machinery insurance business existing in your area? The Hartford Steam Boiler Special Agent can help you set up a practical program for writing it. And why not ask him to help you train your returned service men to produce for your agency in this desirable and important field?



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A simplified system for the preparation of Bond submissions—organizes the entire business for the Agent.

Application supply folders with indexed, manual-colored tabs carrying complete instructions for submission of risks; in addition, copy-righted factual information of an educational nature, in condensed form.

Anchor's Assures Smooth Saleing Short Form Applications Simplified Rate Manual



ANCHOR CASUALTY CO.
ST. PAUL 1, MINN.

ACCIDENT AND HEALTH

Companies May Not Push New Franchise Definition

Even though the definition of franchise accident and health insurance which had been formulated by company interests at the request of the commissioners was adopted by the National Association of Insurance Commissioners at its annual meeting at Portland, there seems to be some question as to how much of an effort will be made to secure its adoption by the various legislatures at the 1947 session. The difficulties which had arisen in connection with the writing of franchise business in a number of states seem to have been ironed out very well and many of the company men feel that the formal adoption of

the new definition is not really essential at this time.

The greatest difficulty had arisen in connection with so-called association groups. The question of discrimination had been raised, with the allegation that those who were members of the associations were able to get lower rates in this way than others in the same occupations and with the same occupational hazards, who were not association members. In Iowa, where the matter went to court and was decided against the insurer, association policies now are being written by declaring expressly that the coverage is available to all lawyers, bankers or whatever the organization may be, in the state.

A somewhat similar question had been raised in Michigan and there was es-

pecial interest, therefore, among accident and health men in the policy which was written for members of the Detroit Association of Insurance Agents and their employees. The question of whether franchise coverage was properly applicable to such groups did not arise in this case, however, as it was written under a true group form, with a master policy issued to the association and individual certificates to the persons insured.

Security L. & A. Appointments

Security Life & Accident has appointed Joseph E. Pickett manager at Fresno, Cal. Mr. Pickett, a newcomer to the business, has been promoted to manager because of his splendid work as agent during his first year in the business. He formerly resided in San Francisco, and had a most successful career in other lines.

Burt A. Minor and James W. Isaacs have been appointed managers at Topeka, Kans. Both have had long years of experience in the business.

Name Rogers at Sioux Falls

Pat W. Rogers, who has conducted a general writing agency at Marshall, Minn., has been appointed manager at Sioux Falls, S. D., for North American Life & Casualty.

Ralph S. Thornton has been appointed editor of the company's house organ, "Nalac News."

Lee Dodge City General Agent

F. P. Lee has been appointed general agent for Massachusetts Indemnity at Dodge City, Kan.

SURETY

Writes Bonds to Cover Navy Post-War Research Structure

Through the James J. Lucy agency, its general agent in New York City, Maryland Casualty has executed performance and payment bonds on behalf of the Tuller Construction Co., general contractors of Red Bank, N. J., on two contracts with the Navy Department for specialty work in connection with the navy's post-war research activities.

One of the contracts, amounting to \$1,759,740, provides for the construction of an electronics test hangar at the U. S. naval air test center, Patuxent River, Md. This hangar is a completely "shielded" structure of novel design and is the product of the navy's experience and success in the electronics field during the war.

The second contract is in the amount of \$1,267,000, for electrolytic storage facilities at the U. S. naval submarine base, New London, Conn.

Each bond was reinsured with seven other sureties who participate in the bonding business of the contractor.

Indiana Bank Holdup Claim of \$11,500 Paid by Hartford

A loss of \$11,506 was sustained by the New Palestine State bank, New Palestine, Ind., July 18. Two robbers entered the bank while the cashier was at lunch, held up the bookkeeper and escaped with money and currency in the tills and vault.

The bank was insured under a bankers blanket bond with Hartford Accident for \$30,000. The claim was immediately paid in full.

The car used by the criminals has been recovered and \$1,550 of the loot was found in the back seat.

Bond on Coast Canal Project

LOS ANGELES—Fidelity & Deposit, through its Los Angeles branch office has executed the payment and performance bond running to the U. S. Bureau of Reclamation covering the contract awarded to Morrison-Knud-

son Co. and M. H. Hasler for two sections and siphon of the Friant-Kern canal, part of the Central Valley (Cal.) project, at their joint bid of \$3,300,000. Four other surety companies are participating.

COMPANIES

General Transportation Stock All Taxi Co. Owned

A civil suit filed in the federal court at Chicago by the anti-trust division of the Department of Justice against alleged taxicab monopolies in Chicago, Pittsburgh, New York and Minneapolis, has revealed that stock of General Transportation Casualty & Surety is owned 100% by taxicab companies.

Citing interlocking ownership alleged by the government, Chicago Yellow Cab Co. is said to own 45% of capital stock of General Transportation; 30% is owned by Checker Cab Manufacturing Corp., Kalamazoo; Parmelee Transportation Co. is said to own 10%, while Checker Taxi Co. has 15%.

Northwestern of Seattle Writes General Liability

SEATTLE—Announcement is made of expansion of the Northwestern of this city into the general liability field. The company has increased its capital to meet requirements of the Washington code.

Originally licensed to write automobile, the company began business early this year, now is admitted in Washington, Oregon and Idaho and plans early entry in California. A. E. Case is president of the company, which is affiliated with Northwestern Life, and George MacIntosh is vice-president and general manager.

According to Ralph C. Lewis, superintendent of underwriting, the company will write comprehensive liability, general liability, and employer's liability, personal comprehensive and liability with automobile.

Great American and Bankers Indemnity Revise Charters

Stockholders of Great American Indemnity have authorized revision of the charter to permit multiple line underwriting of all lines of reinsurance except life and annuities. The new charter allows issuance of participating forms of insurance for policyholders and the underwriting of any kind of insurance now or hereafter permitted domestic casualty companies.

Bankers Indemnity has also amended its charter to permit writing of fire and marine lines. American of Newark, parent fire company, revised its charter earlier in the year to authorize writing of casualty lines.

Maryland Casualty Stock

Since Maryland Casualty has freed itself from the R.F.C. loan, there has been considerable activity in its stock. Some investment houses held considerable stock until the issue was settled. Now that it is over, there is an active market for it.

Brown Heads Detroit Reciprocal

Howard D. Brown, general counsel Detroit Automobile Inter-Insurance Exchange, has been appointed general manager of the reciprocal succeeding John A. Ramsey, who died last week.

For 26 years he has been head of the legal department of the Automobile Club of Michigan and general attorney of the exchange. He is the organization's oldest employe in point of service.

Co-author of the book "Michigan Au-



Workmen's Compensation

Last year sixteen thousand persons were killed and two million injured in occupational accidents which cost over two billion dollars. To meet this hazard, the Trinity Universal offers a modern Workmen's Compensation Insurance service to Agents.

AUTOMOBILE • GENERAL LIABILITY • BURGLARY
PLATE GLASS • COMPENSATION • FIDELITY
and SURETY BONDS • FIRE • INLAND MARINE

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Automobile Law", Mr. Brown served on the original Hoover conference on street and highway safety and was recently appointed member of the laws and ordinances committee of the Truman highway safety conference.

A past chairman of the American Bar

Assn. insurance section and past chairman of the American Automobile Assn. financial responsibility committee, he will continue as general counsel in addition to his new managerial duties. Mr. Brown had been assistant general manager under Mr. Ramsey.

CHANGES IN CASUALTY FIELD

Accident & Casualty Names van Wagenen Agency

The G. D. van Wagenen Co., Minneapolis general agency, has been appointed to represent Accident and Casualty for Minnesota with Wallace G. Drawert in charge of the casualty department.

Mr. Drawert resigned as assistant manager of Travelers' Minneapolis branch office to become an associate in the van Wagenen agency. He has had a comprehensive casualty training, having been with the Chicago office of Retail Credit before going with Travelers in 1938.

He was transferred to Minneapolis as assistant manager in 1942. Mr. Drawert is well versed in fidelity and surety as well as casualty business. The agency now has all facilities for agents except life.

Allnutt Returns to Farm Bureau

W. T. Allnutt has returned to the sales department of the Farm Bureau companies, Columbus, O., at the home office. Since 1944 he has been general manager of the Cooperative companies at St. Paul. Mr. Allnutt has assumed new duties as agency secretary, and will supervise service in this department. He spent 15 years with the Farm Bureau, starting as a Maryland local representative. He went to Pennsylvania as state agent, and then became assistant superintendent of agents.

Shaw Rejoins Commercial Standard

John Shaw, recently discharged from the coast guard, has returned to Commercial Standard as assistant manager of the home office statistical department. Previously he had been with the company four years.

Extends N. Y. Branch Territory

A number of counties in eastern New York state formerly reporting through the Syracuse branch of Standard Accident will now report to and come up-

der the supervision of the New York branch office.

Additions to Field Staff Made by F. & D.

Fidelity & Deposit and American Bonding have been rejoined by several former members of the field organization who have been released from service, and four new field men have been appointed.

The returned service men and their present assignments are: Edward Thron, special agent St. Louis; W. C. Mitchener, special agent Dallas; J. M. Taylor, special agent New Orleans; T. J. Reagan, special agent Chicago, and Earl Klein, special agent Omaha.

The new appointees are: R. C. Tomlins, solicitor New York City; R. W. Anderson, special agent Chicago; George Benjamin, home office training school; R. B. Pride, special agent Milwaukee. All are ex-service men.

R. C. Laib, special representative in New York, has been retired at his own request after 42 years' service.

Cline to Des Moines Agency

Robert D. Cline, formerly with Fidelity & Deposit, has been named vice-president and appointed insurance department manager of Chamberlain, Kirk & Co., Des Moines. He returned last May from two years service in the navy. Before that he was in charge of the Des Moines service office of F. & D.

Name Carraher in Indiana

Carl F. Carraher has been named special agent in Indiana for United National Indemnity. He will make his headquarters at the Indianapolis office, and will handle casualty, fidelity and surety lines. Mr. Carraher, who will be under supervision of John Pabst, western department manager, Chicago, has had 15 years experience in these lines, most of it in Indiana.

Richard N. LaMay, formerly assistant superintendent of Preferred Accident's liability claims department at the home office, has joined the adjusting staff of Moore & Anderson, Los Angeles independent adjusters.

PERSONALS

The transfer of Virgil Roby of Minneapolis by Travelers to the east is a blow to amateur golf in Minnesota. For several years he has been one of the consistently good performers in Minnesota tournaments and in the Birchmont international meet at Bemidji. Mr. Roby took medalist honors with a three under par at 69 against the biggest and fastest field in the 22 years of that event. However, he was unable to compete in match play because of the press of business.

W. T. Grant, chairman of Business Men's Assurance, who has recently been confined to the hospital for a minor operation, is now making a very satisfactory recovery and is rapidly regaining his strength. He expects to leave the hospital soon.

E. C. Stone, U. S. manager of Employers Liability, has been named co-chairman of the special gift committee of the Salvation Army 1946-47 campaign in Boston.

DEATHS

Harry E. Palmer, 63, manager of the railway and ticket department of Travelers, died in Hartford hospital following a long illness. He had been with the companies since starting in the railway division of the accident department in 1910. Since 1916 he had supervision over that division and at the time of his death was in direct charge of the accident insurance ticket business and also accident and sickness insurance issued to railway employees. He was a native of Danielson,

Conn., and at one time was in the real estate and insurance business there with his father. For a time he was assistant cashier for the Connecticut branch of New England Mutual Life.

Joseph S. Wertheimer, 64, secretary-treasurer of Wertheimer & Wertheimer, St. Louis general agents for Travelers, died of heart disease. In 1916 with his father, the late Jacob J. Wertheimer, he founded the agency.

Write more accident business by subscribing to The Accident & Health Review, \$2 a year, 175 W. Jackson Blvd., Chicago.



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Bring Out Special Bond Form for Small Loan Firms

A new bond, standard form No. 26, for small loan companies, has been announced by member companies of the Surety Association of America and can be written retroactive to June 14.

This bond is believed by many bond authorities to comprise a special form designed to meet the needs of those financial institutions not eligible for broad blanket bonds.

Most of them feel it highly advisable to underwrite this class of business very carefully until some idea of the experience be obtained. Small loan companies having many field or branch offices are considered extra-hazardous because of the laxity of supervision and the small salaries paid to the employees.

Coverage provided is similar to brokers blanket form 12 for stock brokers and investment bankers. The contract has three insuring clauses: A. Fidelity, B. Burglary, robbery, larceny, etc., on the premises, C. Robbery, larceny, hold-up, etc., off the premises.

Personal finance companies or other loan companies operating under the uniform small loan law or similar legislation, benevolent, charitable, prudential, or remedial loan associations, and industrial loan companies in Washington state can purchase this bond. Only pawnbrokers or factors are excluded.

Misplacement coverage can be endorsed only in the full amount of the bond for 10% additional premium based on the employee—section A premium charge. Forgery coverage which is similar to the depositors forgery bond can also be endorsed but only in an amount equal to the bond. Premiums for this portion are based on the same charges for a forgery bond and are sub-

ject to the same type of experience rating.

Premiums are based on the total number of Class A and B employees as for a primary commercial blanket bond and branches, if any, are subject to a surcharge of 50% applicable to the class A charge. This is the clause A premium; the charge for clause B and C is an additional 50% of the total insuring clause A premium. An additional premium charge is made for branches covered under B and C.

All risks heretofore eligible for primary commercial blanket, blanket position, or the comprehensive dishonestly-disappearance and destruction policy may still obtain this coverage.

J. W. Smith Forms Reinsurance Firm

J. W. Smith, who has resigned as vice-president of Employers Reinsurance Corp., plans on September 1 to launch James W. Smith & Co., with offices in New York and Kansas City, to handle all classes of reinsurance. He will extend his activities beyond the casualty field for he has made connections in both the American and foreign reinsurance markets which provide complete facilities for all types of business. The Kansas City offices will be located in the Dwight building. Location of the New York office will be announced later.

Mr. Smith joined Employers Reinsurance as manager of the excess and self-insurers department in 1929 and within a year was transferred to handling casualty reinsurance accounts. He has devoted 50% of his time to visiting clients and handling underwriting matters.

Vice-President in 1936

In 1936 he was elected vice-president of the corporation and in 1943 was made a member of the board of the executive committee. He will continue to serve as a director.

Mr. Smith started his insurance career

as a collector for the O'Brein-Hobart agency in Kansas City in 1915. He joined Thomas McGee & Sons and remained there until the beginning of the first war during which he served as an infantry captain. He remained in the agency business until 1921 when he joined the sales staff of T. H. Mastin & Co., and in 1923 their first engineering department, as engineering manager until he returned to the McGee agency in 1927.

Another Study of SS System Is Projected

WASHINGTON—Following the Calhoun study of social security, upon which Congress is basing some of its few changes in the social security law, there may be another investigation of the subject. In recommending the House social security bill, HR 7037, with amendments, the Senate finance committee inserted a provision for such a study by the joint congressional committee on internal revenue taxation. That body would be charged with the job of investigating "all aspects of social security" and reporting back to Congress by Oct. 1, 1947, results, with recommendations.

The joint committee would be authorized to appoint an advisory committee of "individuals having special knowledge concerning matters involved in the study to assist, consult with, and advise" it. Members of the advisory committee would serve without compensation. The joint committee would have power to hold hearings, subpoena witnesses and documents, employ necessary personnel and incur necessary expenses up to \$10,000.

Many Amendments Needed

The committee report recognized that many other changes in social security legislation than those in the new bill "demand earnest consideration. Extension of coverage of social insurance, the adoption of a long-range program for financing these insurances, revision of the benefit formula, protection against additional risks, and many other amendments of the present legislation must receive the attention of Congress at an early date," the committee said. However, it considered it "unwise" to attempt to deal with them at this time.

Discussing the subject of federal grants to states for part of the social security program, the report says that the Senate committee on education and labor "has advised us that the whole problem of a health and welfare program would have to be given thorough study at the next session" of Congress. However, the committee recommended considerable increases in some of these grants. It also recommended a formula for larger federal contributions to low income states for certain public assistance purposes.

W. J. Hynes to Home Office Post at Des Moines

W. J. Hynes, for the past 12 years Chicago manager of Employers Mutual Casualty, has been transferred to the home office at Des Moines as superintendent of claims. Mr. Hynes is skilled in liability and workmen's compensation matters. With the return of its service men, Employers Mutual Casualty plans rapidly to develop its own claim facilities in all of the territories in which it is now operating.

Mr. Hynes has been with the company 20 years.

He is succeeded at Chicago by A. N. Shapiro, who has been assistant to Mr. Hynes since 1938.

Thomas Boland has been named assistant to Mr. Shapiro. He has been with the company in the Chicago office since before the war, and returned last December after three years' service.

Active Competition for Compensation Found Today

A number of casualty companies now active bidders for workmen's compensation business since the automobile line became sour. Workmen's compensation for some time has been profitable. People are getting good wages and they do not want to be out of employment. Hence they will stick to their knitting unless they are hurt in such a way as to impair their usefulness as a wage earner.

Companies find that heads of manufacturing enterprises are taking every precaution to insure safety because help is hard to get. Material is also difficult to secure and often requires trips to Washington to get a priority ruling. Employers are hard put to get the right kind of employees. The competition for workmen's compensation business is a feature of the present time.

Goode Joins N. Y. Underwriters

Paul E. Goode has been appointed state agent for Maine, New Hampshire and Vermont by New York Underwriters. He succeeds J. S. Branscombe, who resigned to join Aetna Fire.

Mr. Goode has had both office and field experience with Travelers in Connecticut. He will have headquarters in Portland.

Delay Naming Read's Successor

Selection of a successor to Jess G. Read as secretary of the National Association of Insurance Commissioners is not expected to be taken up by the executive committee before September.

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INLAND MARINE UNDERWRITER

Philadelphia territory. Casualty company just starting this branch. Must have actual experience. Excellent opportunity to develop with the business. Reply fully: P. O. Box 341, Philadelphia 7, Pennsylvania.

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Man experienced as Claim Adjuster and Examiner in Home Office Claim Department. Write, giving full experience, references and salary expected.

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August 1, 1944

Minnesota
Hibbing

HIBBING annual meeting of the Assn. of Ins. have been co. Headquarters at the Andro. begin Thurs. the first conv. afternoon. T. will be Frida. afternoon will which officer. Speakers in son on "Stat. Rating Bills, president Aet. developments in Plan"; Alber. tional Bureau Underwriters panel discuss Hood, presi. Association; manager we. Automobile, Date on Pers. erages"; Ric. neapolis, me. of the Nation Dawson, No. director, on Insurance"; Jackson, who. of the Nation al Crop In. On the e. Gray Co., I. will sponsor Rogers, gen. give a tea. Country Clu.

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INSURANCE NEWS BY SECTIONS

MIDDLE WESTERN STATES

Minnesota Agents' Card for Hibbing Rally Is Completed

HIBBING, MINN.—Details for the annual meeting here of the Minnesota Assn. of Insurance Agents Aug. 29-30 have been completed.

Headquarters and all sessions will be at the Androy hotel. Registration will begin Thursday morning, Aug. 29, and the first convention session will be that afternoon. The second general session will be Friday morning and Friday afternoon will be a business session at which officers are to be elected.

Speakers include Commissioner Johnson on "State Regulation of Rates and Rating Bills"; C. G. Hallowell, vice-president Aetna Casualty, on "Latest Developments in the Bank and Agent Auto Plan"; Albert E. Spottke, secretary National Bureau of Casualty & Surety Underwriters, who will lead a casualty panel discussion assisted by Rod V. Hood, president Duluth Underwriters Association; Mark V. Campbell, Chicago, manager western marine department of Automobile, on "Bringing You up to Date on Personal Property Floater Coverages"; Richard A. Thompson, Minneapolis, member executive committee of the National association; Charles A. Dawson, North Dakota state national director, on "Practical Angles of Hail Insurance"; and Bradford H. Strom, Jackson, who will report on the meeting of the National association and the Federal Crop Insurance Corp.

On the entertainment side, Fred L. Gray Co., Minneapolis general agents, will sponsor a luncheon and Frank S. Rogers, general agent, St. Paul, will give a tea for ladies at the Hibbing Country Club.

Marchant Opens Adjusting Office in Minneapolis

T. S. Marchant has severed his connection with the Pioneer Adjusting Co. of St. Paul and has opened his own adjusting office in the Plymouth building, Minneapolis. Before becoming associated with Pioneer he was resident adjuster of Western Adjustment with headquarters in Brainerd, Minn.

Two More Short Courses Are Planned in Wisconsin

MADISON, WIS.—A short course in fire and casualty insurance will be given at University of Wisconsin Aug. 12-17 for men and women engaged or interested in the insurance business. Another course on life insurance will be conducted. They are sponsored by the university's school of commerce and are directed by E. A. Gaumnitz, professor of commerce.

Enrollment in the fire and casualty course, sponsored by the Wisconsin Association of Insurance Agents, is limited to 50. The life insurance course is sponsored by the Wisconsin Association of Life Underwriters.

The total cost of each course is \$30, including board and room accommodations. Reservations must be made through Prof. Gaumnitz, Sterling Hall, University of Wisconsin, Madison, and fees should be made payable to him.

A four-week short course on fire and casualty insurance subjects recently was completed at the university, in cooperation with the Wisconsin association.

O. K. Milwaukee Safety Plan

MILWAUKEE—Unanimous approval of a plan which would put the bureau of fire prevention and protection under

city instead of state control, and giving the Milwaukee fire department extensive powers, has been given by a joint session of several committees of the city council. The ordinance was suggested by Fire Chief Wischer after the La Salle hotel disaster in Chicago and has been presented to the council for consideration. It would enable the fire department to investigate cause, origin and circumstances of a fire, and firemen would be allowed to inspect any building or premises other than a private dwelling at any time. All premises in the city fire limits would be inspected four times a year, and those outside the fire limits twice a year. The fire chief would be empowered to order unsafe conditions remedied.

Combine Two Minn. Agencies

Two of the oldest and largest local agencies in Austin, Minn., the A. C. Page agency and the Austin Insurance Agency, have been consolidated under the name of the Austin Insurance Agency. Merrill G. Rolfson, owner and manager of the Austin agency, and Helen Baird Vance, who has been with the Page agency, have formed a partnership to conduct the business.

Helen Vance is president of the Austin local board and Mr. Rolfson is secretary.

Many Ia. Rural Fire Units

DES MOINES—More than 200 rural fire fighting units are now operating in Iowa and the movement is growing rapidly, the Iowa Insurance Service Bureau reports. The last six months at least a dozen new organizations have been formed and many others already in operation either made additions or replacements in equipment.

Formation of the rural fire fighting units was authorized by the legislature five years ago and since amended to make it easier to establish such units. Taxes may be levied to purchase equipment. Some of the units have equipment valued as high as \$9,000.

COAST

Portland Agents to Hold Annual Meeting Aug. 8

Plans have been completed for the annual meeting of the Portland Association of Insurance Agents Aug. 8. Reports will be presented by President C. A. Tomassene and Executive Secretary E. M. Stadel.

Five members have been nominated for trustee by the nominating committee headed by Harry Hollister, chairman. The nominees are: G. E. Bass, Jewett, Barton, Leavy & Kern; H. S. Hays, Pownall, Taylor & Hayes; William Morton; F. C. Reed, Harvey Wells-Reed agency, and C. A. Tomassene, outgoing president. Retiring members of the board are S. N. Boquist, W. J. Kroder and J. G. Rivenburg. Officers are chosen by trustees following the annual meeting.

Checks covering members' participation in commissions on public lines handled by the association will be distributed at the meeting.

Form New Denver Agency

Sam R. Fraser is president and treasurer of the Fraser-Thomas Agency, organized in Denver to augment the 25-year-old Mutual Insurance Agency, of which he is manager. Blair Thomas, vice-president and secretary, is a gradu-

ate of the University of Washington school of law and had insurance experience with Travelers, Lumbermen's Mutual Casualty and Iowa Mutual Liability. The last two years he has been in charge of the Rocky Mountain department of the Iowa company, handling both claims and production.

New Fire Protection Districts

The Washington Surveying & Rating Bureau has recognized six new fire protection districts in the southeastern Washington grain country. Added to the list are: Adams county No. 2, Adams county No. 3, Lincoln county No. 3, Lincoln county No. 5, Spokane county No. 3 and Whitman county No. 2.

Mushet with Tidwell & Co.

Don Mushet, formerly claims and office manager in Los Angeles for Pacific

National Fire, has been appointed office manager and assistant general manager of Frank E. Tidwell & Co., Los Angeles adjusters.

SOUTH

Prepare for Texas Windstorm Hearing

Statisticians and actuaries are having a field day in Texas, working far into the night preparing for the public hearing before the Texas insurance board in Austin, Aug. 1 to discuss windstorm rates. Because of the wide difference in loss experience in the seacoast territory as compared with inland, some insurance men oppose a statewide wind-



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storm rate. Others insist it is fundamental in insurance rating to have a wide spread in years and experience to arrive at a proper rate. A few advocate that each county have a rate based on its own experience similar to the fire record credits and penalties used for incorporated communities but such a rating plan in Texas, which has 254 counties, would be complex.

The average loss ratio on Texas windstorm insurance for the five years including 1945, for the entire state, was 81%; average loss ratio for nine years including 1945 was 70%. The abnormally high losses in 1946 have aggravated an already serious problem.

Experience Is Shown

In the dwelling house class, the sea-coast territory had a loss ratio of 117% for the five-year period 1941-45 while inland territory ratio was 72%. For the nine-year period 1937-45 the sea-coast territory had 98% on dwelling houses and inland territory 66%.

In the fireproof, semi-fireproof and mill building and contents class, sea-coast territory had 153% for 1941-45 and inland with practically the same premium volume had only 23%. For the nine-year period sea-coast had 112% and inland 18%. Combining the figures for the state, the loss ratio in this class was 89% for five years and 62% for nine years.

Large Premium Volume

Total premium income for Texas windstorm insurance for 1941-1945 was almost \$50 million. Some company men said they were much more interested in reducing losses than in increasing premiums. While 1946 was bad, 1943 and 1944 also were. In 1943 in the fireproof, semi-fireproof and mill building class, sea-coast losses totaled \$615,597 and premiums \$169,731, loss ratio 363%; 1944, \$569,988 losses, \$130,391 premiums, 437%. In 1943 in the same class inland territory had only 9% loss ratio and in 1944 30%, but on much smaller premium income.

In the dwelling house class in 1943 sea-coast territory had loss ratio 416% and inland 29%; combined premiums in 1943 on that class were \$5,162,843 and combined losses \$8,607,540, combined loss ratio 167%. Premiums on dwelling house business have increased greatly since 1943, being above \$8 million in 1944 and almost \$9 million in 1945.

Old Colony Names West & Co.

Floyd West & Co., Dallas, has been appointed general agent for Old Colony in Texas. The agency, established in 1893, has branch offices at Houston, San Antonio, Beaumont and Fort Worth.

EAST

Sims of W. Va., Seeks to Extend Rating Jurisdiction

CHARLESTON, W. VA.—Commissioner Sims will ask the legislature to extend present laws providing for regulation of fire insurance rates to cover rates for casualty, surety and other forms of insurance. This he said, would permit the state to exercise effective control over insurance companies and obviate the necessity for federal supervision and control. Public law 15 exempts insurance companies from federal regulations to the extent that they are regulated by the states and permits states until Jan. 1, 1948, to make their regulatory codes effective.

Agency Now A. G. Smith & Son

Harry L. Jones, Inc., Brockton, Mass., established more than 43 years ago, has decided to change its name to Albert G. Smith & Son, in view of the fact that Mr. Jones, founder of the agency, retired some years ago when the business was taken over by Albert G. Smith and his son Graham. Albert G. Smith is a

Wash. Agents Rally Program Complete

The program for the annual convention of the Washington Association of Insurance Agents in the Winthrop hotel, Tacoma, Aug. 15-16, was completed this week. President W. White announced the program, and also the appointment of three committees to serve at the convention.

The chairmen are: Nominations, R. J. Martin, Spokane; resolutions, Herb Wilson, Everett; credentials, G. A. Jones, Walla Walla.

The program is:

Thursday, Aug. 15

Joseph R. Thomas, general convention chairman, president Pierce County Association of Insurance Agents.
Address of Welcome—Mayor Fawcett of Tacoma.

Response—A. W. White, Seattle, president Washington association.
Report of the Administration—A. W. White, Seattle, president.

Address, Hunter Brown, president National association on "Agency Security and the American Agency System."

Address—"Current Building Replacement Costs and Their Relationship to Insurance," A. V. Perthou, Seattle, U. S. Appraisal Co.

Address—"How Higher Replacement Costs Affect Loss Adjustments," Clyde Oakes, Spokane, general adjuster Fire Companies Adjustment Bureau.

Open Forum.
Ladies' bridge luncheon. Insurance Women's Club of Tacoma, hostess.

Afternoon

Closed session for Washington association members.

Report of State-National Director—R. Lee, Chehalis.

Discussion of new insurance code.

Report of Resolutions Committee—Herb Wilson, Everett, chairman; nomination committee, R. J. Martin, Spokane, chairman, and election of officers.

Evening

Cocktail Party—Courtesy United Pacific.

Friday Morning, Aug. 16

Address—"The Federal Wage-Hour Law," John R. Dille, San Francisco, acting regional director wage-hour and public contracts division, Department of Labor.

Panel Discussion—"How to Write Aircraft Insurance," S. J. Stapp, Travelers; K. R. Warrack, New York Casualty; J. R. McKay, Fireman's Fund; E. H. Alexander, Hartford Accident.

Discussion—"On-the-Job Training" led by H. L. Mohr, chief, training facilities section, Veterans Administration, Seattle regional office.

Friday Afternoon, Aug. 16

Annual golf tournament—Pierces Golf & Country Club.

Puget Sound cruise aboard S. S. Virginia V.

Salmon derby.

twin brother of Fred R. Smith of Haverhill, Mass., and his son is a regional vice-president of the Massachusetts Association of Insurance Agents.

West Va. President

T. J. Neff, Wheeling, newly-elected president of the West Virginia Association of Insurance Agents, has served for two years as executive committee chairman.



T. J. Neff

of Insurance Agents, has served for two years as executive committee chairman. At 37, he is one of the association's youngest presidents. U.S.F.A.G. took him on a bond underwritten in 1927 following his graduation from Manlius school. In 1930 he became special agent for Acton Casualty at Syracuse, and the following year established his own agency in Wheeling. An active association member for the past decade, Mr. Neff is a director of the Fulton Bank & Trust Co. He succeeds C. V. Feller, Muncie, as association president.



The Country Home on Harlem Heights

SOMETIME during the early morning hours of September 15, 1776, General George Washington entered the stately hallway of the Roger Morris summer home on Harlem Heights where his official Headquarters were established two days after the battle of Long Island and the day after the evacuation of New York City. For a period of about five weeks, General Washington occupied the north room on the second floor as his office and bedroom and it was there that he and his staff planned some of the strategy and battles that were to eventually lead to American Independence.

~This magnificent Georgian mansion

which has been completely restored, is now a museum owned and maintained by the City of New York and is under the custodianship of the Washington Headquarters Association of the Daughters of the American Revolution.

At the time Roger Morris chose this site for his country home, New York City was ten miles to the south. The original plot consisted of 100 acres which "commanded the finest Prospect in the whole Country: the Land runs from River to River: there is Fishing, Oystering, and Claming at either end . . ." The house was begun in 1765 and was completed in the summer of 1766 in time for Lieutenant-Colonel and Mrs. Morris to close their town house at the corner of Whitehall and Stone streets and escape from the intense heat of the city. During the builder's ten year tenancy, the house was the scene of many brilliant Colonial affairs, for Mrs. Morris, who had been the wealthy and popular Mary Philipse of Philipse Manor, had a large circle of friends, including George Washington. In fact some historians claim that Washington himself was seriously interested in Miss Philipse before she married Roger Morris.



Washington's office in the Roger Morris house.



The view from the formal garden.

At the outbreak of the Revolution, Morris, who was an ardent Tory, fled to England. The mansion was captured by the British after Washington and his staff fled, and for seven years it was used as British or Hessian Headquarters until the British evacuated New York.

Today, the house stands as a monument representative of a colorful period in American history.

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**WOULD YOU BE
IN THE DOGHOUSE—
IF YOUR CLIENT'S
PROPERTY WAS
DAMAGED OR
DESTROYED?**



Would you be in the doghouse if your house burned tonight? by don herold

Last week I woke up to the fact that I was carrying only about 40% enough insurance on my house. I'm the national average. The chances are you are, too. We wouldn't think of roofing or painting only 40% of our house, yet the figures show that most of us go around with only one end of our houses insured. We may actually carry only enough insurance to protect the mortgage holder—nothing for ourselves.

IT'S WORSE TODAY
We always did carry too little insurance. And today we probably carry a heck of a lot too little, because replacement value of our homes has shot up (the national average of increase since 1939 is 45%), and we've let our insurance stand at pre-war levels.

This is dilatory, darn-foolish and dangerous. If your house burned tonight would you want only enough insurance money to rebuild only about two-fifths of it? **YOUR HOUSE IS WORTH MORE** Don't kid yourself about this discrepancy. Ask a contractor to give you a rough idea as to what he'd charge you to rebuild. You'll get an answer which will probably shock you into upping your insurance as soon as you can fly to the phone and call an AMERICA FORE agent. It is utterly ridiculous to carry too little insurance, because, in my opinion, fire insurance is one thing in this country that is dirt cheap today. (The average cost has gone down 40% in 30 years.) What I say about home insurance applies to furnishings, too.

BUSINESS PROPERTY, ALSO
Also to business property. Replacement values here, too, have skyrocketed in recent years but many owners are fast asleep with their same old pre-war insurance coverage. Ask your AMERICA FORE agent today to help you determine your real insurance needs—it's a technical problem—which calls for expert help.

SEND FOR FREE BOOK
I've dug into this subject of today's new insurance needs and investigated new kinds of insurance available now, and I've written a little booklet about 'em which you can get by sending the coupon below. Among other things, this book helps you to make a simple inventory of your household possessions.

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Appealing to every home-owner, America Fore advertising during August and September calls attention to the need for increased insurance to cover the increased cost of replacing property damaged or destroyed by fire or other hazards. Direct mail, posters and newspaper mats which tie-in with this advertising are available to America Fore agents.

